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States
Department of
Agriculture

Foreign
Agricultural
Service

Miscellaneous
Publication
Number 1481

Food and Agricultural Export Directory 1990



United States
Department of
Agriculture

Foreign
Agricultural
Service

August 1990

Food and Agricultural Export Directory 1990

This publication supersedes *Food and Agricultural Export Directory 1988*; Miscellaneous Publication Number 1459, issued December 1988.

Abstract

The *Food and Agricultural Export Directory* is geared toward firms engaged in exporting and those who wish to enter the foreign market for U.S. agricultural products. It provides up-to-date listings and brief descriptions of Federal and State agencies, trade associations, and other organizations that offer advice and services in exporting all types of agricultural and food products.

Keywords

Agricultural counselors, attaches, and officers; agricultural trade; directory; exporting; market development cooperators; multilateral organizations; U.S. Government organizations; State departments of agriculture; trade policy; U.S. Department of Agriculture.

Ordering Information

Single copies of the Directory are available from the Foreign Agricultural Service, Information Division, U.S. Department of Agriculture, Room 5918-South Building, Washington, DC 20250-1000, tel. (202) 447-7937.

Eligibility for participation in all programs administered by the U.S. Department of Agriculture is established by law without regard to race, color, national origin, sex, age, mental or physical handicap, or religion.

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Introduction

The United States ranks as one of the world's largest agricultural exporters, reflecting the ability of U.S. agriculture and its related industries to provide ample supplies of quality products at competitive prices. Bulk commodities make up the majority of U.S. overseas sales, but significant growth in U.S. exports of consumer food products is expected to continue during the 1990's. In most countries, rising personal incomes are creating demand for more sophisticated foods than those found in traditional national diets. U.S. food technology and quality are recognized throughout the world, providing a solid base on which to build further growth in exports of U.S. consumer food products to fill this new demand.

Foreign Agricultural Service

The United States maintains a global system for gathering and assessing information on world agriculture and trade. This enables U.S. farmers to market abroad advantageously, and it helps U.S. consumers obtain food products they need from other countries. Coordinating these global activities is the responsibility of the Foreign Agricultural Service (FAS) of the U.S. Department of Agriculture (USDA). Since its formation in 1953, FAS also has been the center for activities related to the development, expansion, and maintenance of export markets for U.S. agricultural commodities. The central FAX for FAS is (202) 447-7729. Correspondence should include name, division or office, FAS, USDA, Washington, DC, 20250-1000.

		Area Code (202)
Administrator	R.E. Anderson, Jr.	447-3935
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Assistant General Sales Manager and Assistant Administrator for Export Credits	Christopher Goldthwait	447-6301
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Assistant Administrator Foreign Agricultural Affairs	Mattie R. Sharpless	447-6138
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Information Division Director	Geraldine Schumacher	447-7115
	FAX	382-1727
Legislative Affairs Director	David J. Hovermale	447-6829
	FAX	447-8097
Representation/Foreign Visitors Staff Chief	Louis H. McElroy	447-6725

Commodity and Marketing Programs

One of the most important services a U.S. farmer, cooperative, or company needs is good marketing. FAS has a continuing market development program to develop, service, and expand commercial export markets for U.S. agricultural products. Virtually every U.S. agricultural product entering world trade is promoted by one of FAS's market development activities, which cover more than 70 countries.

These marketing activities involve work with nonprofit commodity groups, trade associations, and State departments of agriculture and their regional associations. In addition to these cooperative efforts, FAS performs a variety of other promotional and trade servicing operations.

Commodity experts and economists analyze attache reports on production and trade, combining them with accumulated background information and expertise. Commodity information compiled and analyzed by FAS is available to anyone interested in foreign trade.

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<i>Grain and Feed Division</i>			
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Deputy Director for Marketing	Francis J. Tarrant		447-4168
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Commodity Specialists, continued**Area code (202)***High Value Products Division*

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Deputy Director	Lloyd Harbert		447-3031

Horticultural and Tropical Products Division

Director	Richard Barnes	FAX	447-6590 382-8876
Deputy Director for Marketing	Peter O. Kurz		447-7931
Deputy Director for Analysis	Edmond Missiaen		447-3275

Marketing Programs Division

Director	Richard Passig		447-4327
Deputy Director	Elizabeth Callanan		447-5521

Oilseeds and Products Division

Director	Leon G. Mears	FAX	447-7037 447-7670
Deputy Director	Michael L. Humphrey		447-8809

Production Estimates and Crop Assessment Division

Director	Edwin I. Cissel		382-8888
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Tobacco, Cotton, and Seeds Division

Director	Harry C. Bryan		382-9516
Deputy Director for Marketing	Ted Horoschak		382-9518
Deputy Director for Analysis	William Brant		382-9524

Export Credits

The Public Law 480 (Food for Peace) Program

Titles I and III of Public Law 480 (also called the Food for Peace Program) authorize USDA to provide financing for sales of U.S. agricultural commodities to friendly developing countries on concessional credit terms.

Title I concessional sales provide low-interest, long-term credit to foreign governments. U.S. suppliers are paid by the Commodity Credit Corporation (CCC) upon delivery of the commodities on board vessels at U.S. ports. Recipient countries resell the commodities internally and use the proceeds for agricultural and economic development projects. The loan is repaid to the CCC by the foreign government. In FAS, the Program Development Division oversees the preparation and negotiation of country agreements, while the P.L. 480 Operations Division oversees the purchasing and shipping of commodities by recipient countries.

Title III, known as Food for Development, permits forgiveness of Title I debt, provided the recipient country undertakes specific agricultural and economic development activities with the proceeds from local sales of the commodities obtained under Title I agreements.

In addition, under Title II of P.L. 480 the Agricultural Stabilization and Conservation Service procures U.S. agricultural commodities for direct donations to foreign countries in cases of natural disasters or other crises and in support of nutritional feeding programs. Over two-thirds of these donations are made through voluntary relief agencies and the multilateral World Food Program. The Program Analysis Division coordinates this program with the Agency for International Development, the administering agency.

CCC Commercial Financing

The Export Credit Guarantee Program (GSM-102) and the Intermediate Export Credit Guarantee Program (GSM-103) of the CCC allow foreign buyers to purchase U.S. farm commodities from private U.S. exporters, with U.S. banks providing the financing at commercial rates of interest for up to 3 years under GSM-102 and in excess of 3 years, but not more than 10 years, under GMS-103. CCC's guarantee covers the risk that the foreign buyer's bank might fail to pay under a letter of credit.

The programs operate in cases where credit is necessary to increase or maintain U.S. exports to foreign markets and where private financing institutions would be unwilling to provide financing without CCC's guarantee. They also permit countries with improved financial conditions to purchase on full commercial terms. The CCC Operations Division administers these programs.

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<i>Program Development Division</i>		
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Export Credits, continued		Area code (202)
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Area Manager, Latin America, Caribbean, and Oceania	Patricia Haslach	382-9225
Area Manager, Asia and Middle East	David Kunkel	382-9216
<i>CCC Operations Division</i>		
Director	Lawrence McElvain	447-6211
		FAX 426-6470
Chief, Credit Sales Registration Branch	Richard Godsey	447-3224
Chief, Regulations, Procedures and Reports Branch	L. Bill Emerson	382-9150
Chief Negotiator, Barter and CCC Sales	Donald Street	382-9254
<i>P.L. 480 Operations Division</i>		
Director	Constance Delaplane	447-3664
Chief, Vessel Approval Branch (Title I)	Judith Demetriades	447-6711
Chief, Title I Commodities Branch	Patrick Lyons	447-5780
Leader, Rate Analysis and Statistics Area	Edward Matthews	382-9336

Foreign Agricultural Affairs

Agricultural counselors, attaches, trade officers, and other FAS officers assigned to U.S. embassies and consulates around the world play a key role in gathering global information of vital importance to U.S. agricultural trade. Originally assigned to the USDA, the attaches were transferred to the U.S. Department of State by Executive order in 1939. The Agricultural Act of 1954 (P.L. 690), approved August 28, 1954, provided for the attache service to be a part of the Foreign Agricultural Service of USDA.

Agricultural Trade Offices

The Agricultural Trade Act of 1978 directed the establishment of agricultural trade offices (ATO's) in major centers of commerce throughout the world. This law requires a minimum of 6 and a maximum of 25 such offices to develop, maintain, and expand international markets for U.S. agricultural commodities. These offices serve as centers for export sales promotions and contact points for importers seeking to buy farm products from the United States. At this time, ATO's are located in Algeria, Bahrain, the People's Republic of China, the Federal Republic of Germany, Iraq, Japan, Korea, Nigeria, Saudi Arabia, Singapore, Tunisia, Turkey, the United Kingdom, and Venezuela.

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Assistant to the Assistant Administrator	Stephen Huete	447-6878
European (Non-EC Countries)	Harlan Dirks	447-3080
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Western Hemisphere	Max Bowser	447-3221
East Asia and Pacific	Shackford Pitcher	447-2690
Near East, South Asia, and Africa	Susan Schayes	447-7053

Agricultural Trade and Development Missions

The Agricultural Trade and Development Missions Program was authorized by the Congress in December 1987 to encourage greater U.S. private sector and foreign country participation in U.S. agricultural trade and aid programs. The act required missions to 16 eligible countries in 1988. By offering specially designed combinations of U.S. trade and food assistance activities to selected countries, the goal of the program is to develop countries and customers for U.S. agricultural exports. For more information, contact:

U.S. Coordinator	Wayne W. Sharp	382-0368
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International Trade Policy

International Trade Policy coordinates and directs USDA's activities in international agreement programs and negotiations to expand world trade of U.S. agricultural commodities. Trade policy activities include supporting U.S. policy formulation on trade issues arising with the European Community, Japan, and other important trading partners; handling commodity issues that arise in international organizations and other forums; and supporting the office of the U.S. Trade Representative in the conduct of trade negotiations. In addition, market development activities are supported by providing economic data and analysis (tariff rates, nontariff barriers, and statements on trade conditions).

To follow foreign governmental actions that affect the market for U.S. farm products, FAS relies primarily on its agricultural counselors and attaches. Special offices are maintained at the headquarters of the European Community in Brussels, Belgium, and at the international negotiations center in Geneva, Switzerland. FAS also maintains contacts with the Food and Agriculture Organization of the United Nations (FAO) in Rome.

In Washington, a staff of international trade specialists analyzes the activities of international trade conducted under the rules of the General Agreement on Tariffs and Trade (GATT), as well as trade conducted under regional economic organizations and bilateral agreements. During international negotiations, FAS provides the staff and support work for U.S. agricultural representation.

The Trade Assistance and Planning Office serves agricultural exporters who need market information, as well as those who believe they have been injured by unfair trade practices. In addition, the office coordinates reports on long-term trade strategy, foreign agricultural export assistance, and market opportunities for U.S. agricultural exports. The office was established on November 29, 1988, pursuant to Section 4206 of the Omnibus Trade and Competitiveness Act of 1988.

The Technical Office receives through the GATT Secretariat notification of proposed mandatory standards requirements concerning agricultural products from the countries that are GATT signatories. The office also receives proposed standards for nonsignatory countries from FAS personnel overseas. These notifications are published in *Export Briefs* and also released electronically through the Computerized Information Delivery (CID) system (formerly Electronic Delivery of Information system). When interested parties provide comments on proposed standards, the Technical Office collects the comments and relays them to FAS offices in the appropriate countries for presentation to the foreign government authorities. In addition, the Technical Office keeps extensive and constantly updated files of U.S. and foreign regulations to provide answers to questions on technical requirements on food products. These regulations cover topics such as allowable pesticide residues, acceptable food additives, general labeling requirements, quarantine regulations, standards of identity, natural contaminants, certification, and testing requirements.

Area Code (202)

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Deputy Assistant Administrator	Richard B. Schroeter	447-4433
Deputy Assistant Administrator	James Truran	447-4055
<i>Trade Assistance and Planning Office</i>		
Director	James E. Ross	(703) 756-6001 FAX 382-8069

Multilateral Trade Policy Affairs Division

Director	James Grueff		372-1312
		FAX	382-6139

<i>Technical Office</i>	Stanford Fertig	(301)	344-2845
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Western Europe and Inter-America Division

Director	Kenneth J. Roberts		382-1340
		FAX	382-8069

Asia, Africa and Eastern Europe Division

Director	John Child		382-1289
		FAX	382-8069

Trade and Economic Information Division

Director	Dewain Rahe		382-1294
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Publications

The FAS issues a variety of publications to assist agricultural exporters. Of particular interest are the following:

AgExporter

This monthly magazine for U.S. businesses selling farm products overseas provides tips on exporting, descriptions of markets with the greatest sales potential, and information on export assistance available from the USDA. Concise and readable articles are generally accompanied by tables and graphs to let readers know at a glance what's going on overseas. Every month regular news departments provide short wrap-ups of foreign buying trends, new competitors and products, trade policy developments, and promotion activities around the world.

The annual subscription rate is \$11 domestic; \$14 foreign. Order from the Information Division, Foreign Agricultural Service, U.S. Department of Agriculture, Room 4642-South Building, Washington, DC 20250-1000.

Foreign Agriculture Circulars

These periodic commodity reports provide agricultural exporters with timely, reliable information on the needs of foreign buyers, changing consumer preferences, and the supply and demand situation in countries around the world. World agricultural information and updates on special FAS export services for the food and agricultural trade are highlighted.

The monthly World Agricultural Production circular provides USDA's estimates on the production of coarse grains, cotton, oilseeds, rice, and wheat in major countries and selected regions of the world. The following circulars also are available: Agricultural Trade Highlights; Dairy, Livestock and Poultry: Export Trade and Prospects; Export Markets for U.S. Grain and Products; Horticultural Products Review; Meat and Dairy Monthly Imports; USSR Grain Situation and Outlook; U.S. Essential Oil Trade; U.S. Seed Exports; U.S. Spice Trade; Wood Products: International Trade and Foreign Markets; World Cocoa Situation; World Coffee Situation; World Cotton Situation; World Dairy Situation; World Grain Situation and Outlook; World Honey Situation; World Livestock and Poultry Situation; World Oilseed Situation and Market Highlights; World Sugar and Molasses Situation and Outlook; World Tea Situation; and World Tobacco Situation.

FAS circulars are available through subscription. For a price list and an order blank, write to the Information Division, Foreign Agricultural Service, U.S. Department of Agriculture, Room 4644-South Building, Washington, DC 20250-1000.

U.S. Export Sales Report

This weekly publication provides timely reporting of outstanding sales and accumulated exports of major agricultural commodities. This report, based on information submitted by private U.S. exporters, is available upon request from FAS in hard copy or electronically through USDA's CID service. (See information below.)

News Releases

These reports announce agreements and allocations for farm exports covered under the Public Law 480 (Food for Peace) Program, the GSM-102 and GSM-103 Export Credit Guarantee Programs, the Export Enhancement Program (EEP), and the Targeted Export Assistance (TEA) Program. For 24-hour information on export credit guarantee activities, call (202) 472-1621. For 24-hour information on EEP activities, call (202) 447-2043. In addition, all FAS press releases issued each day are available through a FAX system. To receive the releases, dial (202) 382-1728 and set FAX machine for polling.

Services to Exporters

USDA's Foreign Agricultural Service provides information on foreign trade opportunities and promotes the products of U.S. firms overseas while also supplying U.S. companies with foreign business contacts. Export marketing services offered are trade leads, Buyer Alert, foreign buyer lists, and U.S. supplier lists.

Trade Leads in the Journal of Commerce

Trade leads received by the USDA are published daily in *The Journal of Commerce*. For subscription information, contact:

The Journal of Commerce
110 Wall Street
New York, NY 10005
Tel: (212) 425-1616 or (800) 221-3777

Trade Leads in Export Briefs

Export Briefs is a weekly bulletin of all trade leads received and processed by AIMS. In addition, *Export Briefs* highlight upcoming trade shows, foreign trade developments, and changes and updates in trade policy throughout the world. The subscription fee for *Export Briefs* is \$75 per year. For ordering assistance, call (202) 475-3416.

Electronic Access to Trade Leads

Electronic access to trade leads is available on a daily basis within 24 hours of their release through USDA's Computerized Information Delivery (CID) service. To subscribe to CID, contact Martin Marietta at (301) 982-6877. Three other companies provide this service for fees between \$150 and \$500 per year.

To access the trade inquiries, a minicomputer with a modem and communications software is needed. Listed below are the companies and persons to contact directly to receive this service.

Resources, Inc.
330 East Kilbourn
Milwaukee, WI 53203
Tel: (800) 558-9044

Dialcom, Inc.
6120 Executive Boulevard
Suite 150
Rockville, MD 20852
Tel: (301) 770-4280

Master Productions
7300 Candletree Lane
Suite 21
Lincoln, NE 68506
Tel: (402) 489-2183

In addition, the California Agricultural Technology Institute (CATI) offers online agricultural trade information, which includes trade leads through an electronic bulletin board called ATI-Net. There is no charge for this service. All inquiries should be forwarded to:

Kathy Davis
California Department of Food and Agriculture
1220 N Street
Room 104
Sacramento, CA 95814
Tel: (916) 322-4339

Buyer Alert

Buyer Alert allows U.S. companies to advertise their food products in major markets around the world on a weekly basis. Using high-speed telecommunications, the FAS staff in Washington, DC, forwards product announcements to interested overseas buyers. For further information, call (202) 475-3424.

Foreign Buyer Lists

FAS maintains a database of approximately 13,000 foreign firms from over 70 countries. U.S. firms can obtain lists and match their products with prospective buyers. Foreign buyer lists provide company name, contact, address, telephone, telex, cable, and/or facsimile numbers. The lists can be formatted to provide foreign buyers by product for the entire world; or foreign buyers by country for all products.

Lists are available from two sources. One list called historical trade leads provides the names and addresses of companies that have submitted an inquiry through the trade lead system during the past 3 years. The other list, called the foreign buyer's database, is provided by U.S. agricultural counselors, attaches, and trade officers overseas. There are generally more company names on the foreign buyer's database list than on the historical trade leads listing. Buyer lists are available at a cost of \$15 each. For assistance in ordering, call (202) 447-7777.

U.S. Supplier Lists

U.S. supplier lists are designed to meet the needs of prospective importers seeking sources of U.S. food and agricultural products. The lists include name, address, telephone, telex, and facsimile numbers, Standard Industrial Classification (SIC) code, primary product handled, 1-year sales information, and year the firm was established. Lists are available by individual SIC number at a cost of \$15 per request. For assistance in ordering U.S. Supplier Lists, call (202) 447-7777.

International Trade Shows

The USDA, through FAS, organizes U.S. pavilions in major international food shows throughout the world. For a fee, participants receive individual booths, access to a trade lounge, advance publicity, product shipment, and customs clearance for the show. For a current copy of the trade show calendar, please call (202) 447-7937.

Export Product Review Program

Labeling is an important aspect of any export venture in the prepackaged food sector. The Export Product Review Program (EPR) of FAS can provide up-to-date information on labeling and ingredient and food additive regulations in a target foreign country. To find out if your product label and ingredients are in general conformity with the requirements of a foreign country, you can send your product label and ingredients list to FAS for evaluation.

By having products reviewed in the targeted foreign country in advance, the program has assisted U.S. food exporters by providing a better understanding of potential marketing problems abroad. The High Value Products Division processes requests for product review. A fee of \$75 is charged for this service.

All product information must be submitted on the "Application for Product Review" form (FAS-633), available from:

Export Product Review Program
Foreign Agricultural Service
U.S. Department of Agriculture
Room 4951-South Building
Washington, DC 20250-1000
Tel: (202) 475-3408

Minority and Small Business Export Program

The Minority and Small Business Export Program provides small and minority companies with a broad range of supportive services and assistance in selling their products overseas. The program provides a mechanism for these businesses to participate in international trade with FAS assistance and helps promote the agricultural exports of minority and small companies. The program also assists firms in:

- Developing and evaluating regional and country market-oriented promotional programs.
- Identifying, planning, and executing foreign trade exhibitions.
- Identifying and acquiring technical expertise needed to capitalize on export sales opportunities.
- Participating in major FAS-sponsored trade exhibits at reduced participation fees.

Further information may be obtained from:

Minority and Small Business Export Program
Foreign Agricultural Service
U.S. Department of Agriculture
Room 4951-South Building
Washington, DC 20250-1000
Tel: (202) 382-9498

APO/FPO Postal Service

Agricultural Trade Officer
Algiers
USDA-FAS
Washington, DC
20250-6000

American Embassy
APO Miami,
FL 34034-0001

American Embassy
APO San Francisco, CA
96404

American Embassy
APO New York, NY 09108

Bahrain, Manama
(also Kuwait, Oman, Qatar
and United Arab Emirates)

Pitamber (Dev) Devgon
Agricultural Trade
Officer

American Embassy
FPO New York, NY
09526-0001

American Embassy
Shaikh Isa Road
P.O. Box 26431
Tel: (011-973) 714-151
Direct Line: 375-611
Telex: 9398 USATO BN
FAX: (011-973) 712-554/
715-207
Workweek: Saturday -
Wednesday

Bangladesh, Dhaka

American Embassy
Adamjee Court Bldg.
Montijheel
Tel: (011-800-2) 280-077/
231-024
Telex: 642319 AEDKA BJ
FAX: (011-800-2) 411-648
Workweek: Sunday -
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Brazil, Brasilia (also Paraguay) American Embassy Avenida das Nocoas, Lote No. 3 Tel: (011-55-61) 321-7272 Direct Line: 226-3159 Telex: 061-1091 FAX: (011-55-61) 225-9136	Robert J. Wicks Agricultural Counselor	American Embassy APO Miami, FL 34030-7500
Brazil, Rio de Janeiro American Consulate General Avenida Presidente Wilson, 147 Rio de Janeiro, RJ 20030 Tel: (011-55-21) 292-7117 Direct Line: 240-5759 Telex: 021-21466 CGEU FAX: (011-55-21) 533-3455	Marcus E. Lower Agricultural Officer	American Consulate General RDJ, APO Miami, FL 34030-3090
Brazil, Sao Paulo American Consulate General U.S. Trade Center Edificio Eloy Chaves Avenida Paulista 2439 Tel: (011-55-11) 853-2011/2411 Telex: 011-25274 FAX: (011-55-11) 299-49	Joseph F. Somers Agricultural Officer	American Consulate General SP, APO Miami, FL 34030-3110
Canada, Ottawa American Embassy 100 Wellington Street KIP 5T1 Tel: (1-613) 238-5335, ext. 267 Telex: 033582 FAX: (1-613) 233-8511	Bryant H. Wadsworth Agricultural Minister- Counselor	American Embassy P.O. Box 5000 Ogdensburg, NY 13669-0430

Chile, Santiago American Embassy Codina Bldg. 1343 Agustinas Tel: (011-56-2) 710-133 Direct Line: 698-9626 Telex: 240062 USA-CL FAX: (011-56-2) 698-9626 (ATTN: FAS)	Robert H. Curtis Agricultural Attache	American Embassy APO Miami, FL 34033
China, People's Republic of, Beijing American Embassy Xiu Shui Dongjie 2 Tel: (011-86-1) 532-3831, ext. 275 Direct Line: 532-2962 Telex: 74U0483 AGBEI UC FAX: (011-86-1) 532-2962	Edwin Bauer Agricultural Counselor	Agricultural Affairs Office American Embassy FPO San Francisco, CA 96655-0001
China, People's Republic of, Beijing Xiu Shui Dongjie 2 Tel: (011-86-1), 523-3831 ext. 274 FAX: (011-86-1) 532-2962	Jonathan P. Gressel Agricultural Trade Officer	c/o Agricultural Affairs Office American Embassy FPO San Francisco, CA 96655-0001
China, People's Republic of, Guangzhou American Consulate General China Hotel Office Tower Room 1259, Liu Hau Lu Rd. Tel: (011-86-20) 66-33-88, ext. 1283 Direct Line: 677-553 Telex: 44888 CHLGZ CN ATTN: Phil Shull, American Consulate FAX: (011-86-20) 660-703	Philip A. Shull Agricultural Trade Officer	ATO, Consulate General China Hotel Office Tower FPO San Francisco, CA 96655
Colombia, Bogota American Embassy Calle 37 #8-40 Tel: (011-571) 285-1300 Direct Line: 287-4556 Telex: 44843 FAX: (011-571) 288-5687	Larry M. Senger Agricultural Attache	American Embassy APO Miami, FL 34038

Costa Rica , San Jose (also Panama) American Embassy Frente Al Centro Commercial De Pavas Tel: (011-506) 20-39-39 Direct Line: 316-483 FAX: (011-506) 202-305	Lana S. Bennett Agricultural Attache	American Embassy APO Miami, FL 34020
Cote D'Ivoire , Abidjan (also Guinea, Liberia, Senegal, Sierra Leone, and Zaire) 5 Rue Jesse Owens, 01 B.P. 1712 Tel: (011-225) 320-979/ 324-672 Direct Line: 213-996 Telex: 23660 FAX: (011-225) 223-259	Richard J. Blabey Agricultural Attache	Agricultural Attache, Abidjan USDA-FAS Washington, DC 20250-6000
Denmark , Copenhagen (also Norway) American Embassy Dag Hammarskjolds Alle 24 Tel: (011-45-31) 423-144 Telex: 22216 FAX: (011-45-31) 430-278	Anthony N. Cruit Agricultural Counselor	American Embassy APO New York, NY 01970
Dominican Republic , Santo Domingo (also Haiti and Jamaica) American Embassy Calle Cesar Nicolas Penson and Leopoldo Navarro Tel: (1-809) 541-2171 (or dial international operator or 00 for help) Direct Line: 688-8090 Telex: 3460013 FAX: (1-809) 685-4743	Forrest Geerken Agricultural Counselor	American Embassy APO Miami, FL 34041-0008

Ecuador, Quito American Embassy 120 Avenida Patria Tel: (011-593-2) 562-890 Direct Line: 529-088/564-147 Telex: 239-USICA Q ED FAX: (011-593-2) 502-052	Elizabeth Berry Agricultural Attache	American Embassy APO Miami, FL 34039
Egypt, Arab Republic of, Cairo American Embassy 5 Sharia Latin America Garden City Tel: (011-20-2) 355-7371, ext. 2388 Direct Line: 357-2388 Telex: 93773 AMEMB UN FAX: (011-20-2) 356-3989 Workweek: Sunday - Thursday	Franklin D. Lee Agricultural Counselor	American Embassy Box 22 FPO New York, NY 09527-0001
France, Paris American Embassy 2 Avenue Gabriel 75382 Paris Cedex 08 Tel: (011-33-1) 4-296-1202, ext. 2767 Telex: 650-221F FAX: (011-33-1) 4-266-6106	Herbert F. (Finn) Rudd Agricultural Counselor	American Embassy APO New York, NY 09777
German Democratic Republic, Berlin American Embassy 108 Berlin Neustaedtische Kirchstrasse 4-5 Tel: (011-37-2) 220-2741 Telex: 112479 USEMB DD	Debra D. Henke Agricultural Attache	American Embassy USBER, Box E APO New York, NY 09742
Germany, Federal Republic of, Bonn American Embassy Deichmannsaue 5300 Bonn 2 Tel: (011-49-228) 3391 Direct Line: 339-2133 Telex: 885-452 FAX: (011-49-228) 334-697	Gerald W. Harvey Agricultural Counselor	American Embassy Box 385 APO New York, NY 09080

**Germany, Federal Republic
of, Hamburg**

American Consulate General
Grosse Theaterstrasse 42
D-2000, Hamburg 36
Tel: (011-49-40) 341-207
Telex: 2163970 ATO D
FAX: (011-49-40) 341-200

Dale L. Good
Agricultural Trade Officer

c/o American Consulate
General
APO New York, NY
09215-0002

**Great Britain and Northern
Ireland** (See United
Kingdom)

Greece, Athens
(also Cyprus and Israel)

American Embassy
91, Vasilissis Sofias Avenue
GR-101 60 Athens
Tel: (011-30-1) 721-2951
Direct Line: 643-1289
Telex: 21-5548
FAX: (011-30-1) 722-6724

Mollie Iler
Agricultural Counselor

American Embassy
APO New York, NY
09255-0006

Guatemala, Guatemala City
(also Belize, El Salvador,
Honduras, and Nicaragua)

American Embassy
Avenida la Reforma 7-01
Zona 10
Tel: (011-502-2) 311-541
Direct Line: 324-030
FAX: (011-502-2) 318-293

John D. Jacobs
Agricultural Attache

American Embassy
APO Miami, FL 34024

Hong Kong

American Consulate General
18th Floor, St. John's Bldg.
Tel: (011-852-5) 239-011
Telex: 63141 USDOC HX
FAX: (011-852-5) 845-0943

Philip C. Holloway
Agricultural Officer

American Consulate General
Box 30
FPO San Francisco, CA
96659-0002

Hungary, Budapest

American Embassy
V. Szabadsag Ter 12
Tel: 126-450
Telex: 18048 224-222

Robert J. Svec
Agricultural Counselor
(Resides in Vienna)

American Embassy
APO New York, NY 09213
(BUD)

India, New Delhi (also Sri Lanka) American Embassy Shanti Path Chanakyapuri 21 Tel: (011-91-11) 600-651, ext. 267/367 Telex: 031-65-269-USEM-IN FAX: (011-91-11) 687-2391	Lyle J. Sebranek Agricultural Counselor	Agricultural Counselor, New Delhi USDA-FAS Washington, DC 20250-6000
Indonesia, Jakarta American Embassy Medan Merdeka Selatan 5 Tel: (011-62-21) 260-360, ext. 2161 Telex: 44218 AMEMB JKT FAX: (011-62-21) 360-644	Kenneth L. Murray Agricultural Attache	American Embassy APO San Francisco, CA 96356-0001
Iraq, Baghdad (also Jordan) American Embassy Opp. Foreign Ministry Club (Masbah Quarter) Tel: (011-964-1) 719-6138/ 39, 718-1840 Telex: 213966 USFCS IK Workweek: Sunday - Thursday	Larry L. Panasuk Agricultural Trade Officer	Agricultural Trade Officer, Baghdad USDA-FAS Washington, DC 20250-6000
Ireland, Dublin American Embassy 42 Elgin Road Ballsbridge Tel: (011-353-1) 688-777/ 687-122 Telex: 93684 FAX: (011-353-1) 687-423	James P. Rudbeck Agricultural Minister-Counselor (Resides in London)	Agricultural Minister- Counselor, Dublin USDA-FAS Washington, DC 20250-6000
Israel, Tel Aviv American Embassy 71 Hayarkon Street Tel: (011-972-3) 654-338 Telex: 33376/371386 USFCS IL FAX: (011-972-3) 660-508	Mollie Iler Agricultural Counselor (Resides in Athens)	American Embassy APO New York, NY 09672

Italy, Milan American Consulate General Via Principe Amedeo 20121 Milano Tel: (011-39-2) 652-841 Telex: 330208 FAX: (011-39-2) 659-9641	Stan M. Cohen Agricultural Officer	American Consulate General Box M APO New York, NY 09794
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Italy, Rome American Embassy Via Veneto 119/A 00187-Rome Tel: (011-39-6) 46741 Direct Line: 46742-307/362 Telex: 622322 AMBRMA FAX: (011-39-2) 474-6494	Frank J. Piason Agricultural Counselor	American Embassy APO New York, NY 09794-0007
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Italy, Rome U.S. Mission to the UN Agencies for Food and Agriculture/FODAG U.S. Embassy to the Holy See Via Aurelia 294/A, 00165 Rome Tel: (011-39-6) 4-6741 Direct Line: 639-0558, ext. 264 FAX: (011-39-6) 639-0027	J. Dawson Ahalt Agricultural Attache for Food and Agricultural Affairs	American Embassy APO New York, NY 09794-0007
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Japan, Tokyo American Embassy 105 Akasaka, 1-Chome Minato-ku, Tokyo 107 Tel: (011-81-3) 224-5000 Direct Line: 224-5100 Telex: 2422118 FAX: (011-81-3) 589-0793	James V. Parker Agricultural Minister- Counselor	American Embassy Box 226 APO San Francisco, CA 96503
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Japan, Tokyo American Embassy Tameike Tokyu Building 1-14 Akasaka, 1-Chome Minato-ku, Tokyo 107 Tel: (011-81-3) 224-5115 Telex: J29180 ATO Tokyo FAX: (011-81-3) 582-6429	LaVerne E. Brabant Agricultural Trade Officer	Agricultural Trade Office American Embassy, Box 241 APO San Francisco, CA 96503
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Kenya, Nairobi
(also Malawi, Tanzania,
and Zambia)

Susan R. Schayes
Agricultural Attache

American Embassy
APO New York, NY 09675

American Embassy
P.O. Box 30137
Moi Avenue and Haile
Selassie
Tel: (011-254-2) 334-141,
ext. 268
Telex: 22964
FAX: (011-254-2) 340-838

Korea, Seoul

American Embassy
82 Sejong-Ro
Chongrok-ku
Tel: (011-82-2) 732-2601,
ext. 4297
Telex: 7400237 AGSOL
UC
FAX: (011-82-2) 738-7147

George J. Pope
Agricultural
Minister-Counselor

American Embassy
APO San Francisco, CA
96301

Korea, Seoul

American Embassy
63, 1-KA, Ulchi-ro
Choong-ku, Seoul 100
Tel: (011-82-2) 732-2601,
ext. 4188
Telex: 7400238 KSATO
UC
FAX: (011-82-2) 752-5626

Howard R. Wetzel
Agricultural Trade
Officer

American Embassy
APO San Francisco, CA
96301

Malaysia, Kuala Lumpur

American Embassy
376 Jalan Tun Razak
P.O. Box 10035
50700 Kuala Lumpur
Tel: (011-60-3) 248-9011
Telex: FCSKLMA 32956
FAX: (011-60-3) 243-2450

Jeffrey A. Hesse
Agricultural Attache

Agricultural Attache,
Kuala Lumpur
USDA-FAS
Washington, DC
20250-6000

Mexico, Mexico City, D.F. American Embassy Paseo de la Reforma 305 Colonia Cuauhtemoc Tel: (011-525) 211-0042 Telex: 017-73-091/017-75-685 FAX: (011-525) 211-0042 (wait for an operator, ask for ext. 3512, listen for beep, then proceed to send message)	William L. Davis Agricultural Minister-Counselor	American Embassy P.O. Box 3087 Laredo, TX 78044
Morocco, Rabat American Embassy 3, Charia Marrakech Tel: (011-212-7) 622-65 Direct Line: 659-87 Telex: 31005 FAX: (011-212-7) 656-61	Andrew A. Duymovic Agricultural Counselor	American Embassy APO New York, NY 09284
Netherlands, The Hague American Embassy Lange Voorhout 102 2514 EJ The Hague Tel: (011-31-70) 624-911, ext. 327 Telex: (844) 31704 FAX: (011-31-70) 657-681	Norval E. Francis, Jr. Agricultural Attache	American Embassy APO New York, NY 09159-7011
New Zealand, Wellington American Embassy 29 Fitzherbert Terrace Thorndon, Wellington Tel: (011-64-4) 722-068 Telex: NZ 3305 FAX: (011-64-4) 712-380	Evans "Duffy" Browne III Agricultural Attache	American Embassy FPO San Francisco, CA 96690-0001
Nigeria, Lagos (also Cameroon and Ghana) American Embassy 2 Eleke Crescent P.O. Box 554 Tel: (011-234-1) 610-097/ 050 Direct Line: 615-699 Telex: 23616 FAX: (011-234-1) 610-257	Thomas A. Pomeroy Agricultural Counselor	Agricultural Counselor, Lagos USDA-FAS Washington, DC 20250-6000

Nigeria, Lagos (also Benin, Cameroon, Gabon, Ghana, Guinea Liberia, Senegal, Sierra Leone, Togo, and Zaire)	Alan K. Hemphill Agricultural Trade Officer	Agricultural Trade Officer, Lagos USDA-FAS Washington, DC 20250-6000
American Embassy 1 Kings College Road P.O. Box 554 Tel: (011-234-1) 634-864, 633-651 Telex: 21670 USATO NG		
Norway, Oslo American Embassy Drammensveien 18 Oslo 2, Norway Tel: (011-47-2) 448-550 Telex: 78470 FAX: (011-47-2) 558-803	Anthony N. Cruit Agricultural Counselor (Resides in Copenhagen)	American Embassy APO New York, NY 09085-5460
Pakistan, Islamabad American Embassy Diplomatic Enclave Ramna 5, P.O. Box 1048 Tel: (011-92-51) 826-161 Telex: 5864 AE ISL PK FAX: (011-92-51) 821-409/ 822-004 Workweek: Sunday - Thursday	Robin A. Tilsworth Agricultural Attache	American Embassy PSC Box 38 APO New York, NY 09614
Peru, Lima (also Bolivia) American Embassy AID Building Larrabure y Unanue 110 Tel: (011-51-14) 330-555, ext. 151 Direct Line: 329-086 Telex: 25028 PE USCOMATT FAX: (011-51-14) 311-105 (ATTN: Agricultural Attache)	Gary C. Groves Agricultural Attache	American Embassy APO Miami, FL 34031
Philippines, Manila American Embassy 1201 Roxas Boulevard Tel: (011-63-2) 521-7116 Telex: 722-27366 AME PH FAX: (011-63-2) 522-4361	Lyle Moe Agricultural Counselor	American Embassy APO San Francisco, CA 96528

Poland, Warsaw American Embassy Aleje Ujazdowskie Tel: (011-48-22) 283-041, ext. 321 Telex: 815540 EMUSA PL	John W. Harrison Agricultural Attache	American Embassy, Warsaw AmConGen (WAW) APO New York, NY 09213
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Portugal, Lisbon American Embassy Room 114 Avenida das Forcas Armadas, 1600 Tel: (011-351-1) 726-6600/ 6659 Telex: 12528 AMEMB FAX: (011-351-1) 726-9721 (ATTN: Agricultural Attache)	Daniel K. Berman Agricultural Attache	American Embassy APO New York, NY 09678-0002
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Romania, Bucharest (also Bulgaria) American Embassy Strada Tudor Arghezi 7-9 Tel: (011-40-0) 104-040 Telex: 11416	Steve Washenko Agricultural Attache (Resides in Belgrade)	AmConGen (BUCH) APO New York, NY 09213 (BUH)
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Saudi Arabia, Jeddah (also Yemen Arab Republic) American Consulate General Palestine Road, Jeddah Tel: (011-966-2) 667-0080, ext. 299 Direct Line: 661-2408/ 669-3075 Telex: 604683 USATO SJ FAX: (011-966-2) 667-6196 Workweek: Saturday - Wednesday	John A. Williams Agricultural Trade Officer	American Consulate General APO New York, NY 09697-0002
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Saudi Arabia, Riyadh American Embassy Collector Road M. Riyadh Diplomatic Quarter Tel: (011-966-1) 488-3800, ext. 528 Telex: 401363 USFCS SJ FAX: (011-966-1) 488-3237 Workweek: Saturday - Wednesday	John A. Williams Agricultural Trade Officer (Resides in Jeddah)	American Embassy APO New York, NY 09038
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Singapore (also Brunei) American Embassy 541 Orchard Road, 08-04 Liat Towers Singapore 0923 Tel: (011-65) 737-1233/ 734-1820 Telex: RS55318 USDA FAX: (011-65) 732-8307	Geoffrey W. Wiggins Agricultural Trade Officer	American Embassy FPO San Francisco, CA 96699-0001
South Africa , Pretoria (also Botswana, Lesotho, Swaziland, and Zimbabwe) American Embassy 225 Pretorius Street Pretoria 0002 Tel: (011-27-12) 284-266 Telex: 322-143 FAX: (011-27-12) 284-266, ext. 259	Roger F. Puterbaugh Agricultural Attache	Agricultural Attache, Pretoria USDA-FAS Washington, DC 20250-6000
Spain , Madrid American Embassy 51 Serrano Tel: (011-34-1) 276-3400/3600 Direct Line: 431-2998 Telex: 27763 FAX: (011-34-1) 276-8063	Richard T. McDonnell Agricultural Counselor	American Embassy APO New York, NY 09285-8500
Sweden , Stockholm (also Finland) American Embassy Strandvagen 101, Stockholm S-11527 Tel: (011-46-8) 783-5300 Direct Line: 783-5389/ 5390 Telex: 12060 AMEMB S/7400233 AGATTUC FAX: (011-46-8) 662-8495	Gordon S. Nicks Agricultural Attache	Agricultural Attache, Stockholm USDA-FAS Washington, DC 20250-6000

Switzerland, Bern American Embassy Jubilaeumstrasse 93 3005 Bern Tel: (011-41-31) 437-276 Direct Line: 437-278 Telex: (845) 912603 USEM-CH FAX: (011-41-31) 437-344 (ATTN: Agricultural Counselor)	Robert S. Simpson Agricultural Counselor	Agricultural Counselor, Bern USDA-FAS Washington, DC 20250-6000
Switzerland, Geneva U.S. Mission to the European Office of the UN and Other International Organizations Botanic Building 1-3 Ave. de la Paix 1202 Geneva Tel: (011-41-22) 732-09-70 Telex: 22103 USMIO CH FAX: (011-41-22) 799-08-85	James A. Truran Agricultural Counselor	Agricultural Counselor, Geneva USDA-FAS Washington, DC 20250-6000
Syria, Damascus American Embassy Office of Agricultural Affairs 87 Ata Al-ayoubi Street Abou Rummaneh, Damascus Tel: 332-315/814 Telex: 411919 USADMA SY Workweek: Saturday - Thursday	W. Garth Thorburn Agricultural Counselor (Resides in Ankara)	Agricultural Counselor, Damascus USDA-FAS Washington, DC 20250-6000
Taiwan, Taipei American Institute in Taiwan 7/9, Lane 134, Hsin Yi Road Sec. 3 Tel: (011-886-2) 709-2000 Telex: 23890 USTRADE FAX: (011-886-2) 707-3363	Kenneth E. Howland Agricultural Officer	American Institute in Taiwan P.O. Box 1612 Washington, DC 20013
Thailand, Bangkok American Embassy 95 Wireles Road Tel: (011-66-2) 252-5040, ext. 2468 Telex: 20966 FCS BKK TH FAX: (011-66-2) 254-2543	Weyland M. Beeghly Agricultural Attache	American Embassy Box 41 APO San Francisco, CA 96346-0001

Tunisia, Tunis American Embassy 6, rue St. Fulgence, 1002 Tel: (011-216-1) 289-383/ 781-553 Telex: 14307 USATO	Abdullah Saleh Agricultural Trade Officer	Agricultural Trade Officer, Tunis USDA-FAS Washington, DC 20250-6000
Turkey, Ankara (also Lebanon and Syria) American Embassy 110 Ataturk Blvd. Kavaklidere Tel: (011-90-4) 126-54-70 Direct Line: 126-08-55 Telex: 43144 USIA TR FAX: (011-90-4) 167-0056	W. Garth Thorburn Agricultural Counselor	American Embassy APO New York, NY 09254
Turkey, Istanbul (also Lebanon and Syria) American Consulate General Mesrutiyet Caddesi 104-108 Tepebasi 80050 Istanbul Tel: (011-90-1) 151-3602, ext. 330 Direct Line: 152-5202 Telex: 24077 ATOT TR FAX: (011-90-1) 152-2417 (ATTN: ATO)	Allan P. Mustard Agricultural Trade Officer	American Consulate General CG-Istanbul APO New York, NY 09380-5030
Union of Soviet Socialist Republics, Moscow American Embassy Moscow 123242 USSR Ulitsa Chaykovskogo 19 Tel: 252-2451 thru 59, 230-2001 Telex: 413160 USGSO SU	William P. Huth Agricultural Counselor	American Embassy-AGR APO New York, NY 09862-5438
United Arab Emirates, Dubai American Consulate General P.O. Box 9343 Dubai International Trade Center Tel: (011-971-4) 371-115 Direct Line: 375-612 Telex: (983) 46031 BACCUS EM FAX: (011-971-4) 375-121 Workweek: Saturday - Wednesday	Pitamber (Dev) Devgon Agricultural Trade Officer (Resides in Bahrain)	Agricultural Trade Officer, Dubai USDA-FAS Washington, DC 20250-6000

United Kingdom, London (also Ireland) American Embassy 24/31 Grosvenor Sq. W. 1 Tel: (011-44-1) 499-9000, ext. 2465 Direct Line: 408-8063 Telex: 266777 FAX: (011-44-1) 409-2019	James P. Rudbeck Agricultural Minister-Counselor	American Embassy Box 48 FPO New York, NY 09509
United Kingdom, London American Embassy 101 Wigmore Street W1H 9AB Tel: (011-44-1) 499-0024 Telex: 296009 USAGOF FAX: (011-44-1) 493-5526	Robert D. Fondahn Agricultural Trade Officer	American Embassy Box 48 FPO New York, NY 09509
Venezuela, Caracas (also Barbados, Guyana, Netherlands Antilles, Suriname, and Trinidad and Tobago) American Embassy Avenida Principal de la Floresta Caracas, 1060-A, Venezuela Tel: (011-58-2) 285-2222/3111 Telex: 25501 AMEMB VE FAX: (011-58-2) 285-0336	Lloyd J. Fleck Agricultural Counselor	American Embassy Office of Agricultural Counselor APO Miami, FL 34037
Venezuela, Caracas (also Aruba, Barbados, Grenada, Guadeloupe, Guyana, Martinique, Netherlands Antilles, St. Lucia, St. Vincent, Suriname, and Trinidad and Tobago) U.S. Agricultural Trade Office Piso 18, Torre C, Centro Plaza Los Palos Grandes, Caracas 1062 Tel: (011-58-2) 283-2353 Direct Line: 283-2521 Telex: 29119 USATO VC FAX: (011-58-2) 284-5412	William W. Westman Agricultural Trade Officer	Agricultural Trade Office APO Miami, FL 34037-3140

Yemen Arab Republic, Sanaa	John A. Williams Agricultural Trade Officer (Resides in Jeddah)	Agricultural Trade Officer, Sanaa USDA-FAS Washington, DC 20250-6000
American Embassy P.O. Box 1088 Tel: (011-967-2) 272441, 271950 Telex: 2697 EMBSAN YE FAX: (011-967-2) 251578 Workweek: Saturday - Wednesday		

Yugoslavia, Belgrade (also Bulgaria and Romania)	Steve Washenko Agricultural Attache	AmConGen (BEG) APO New York, NY 09213
American Embassy 50 Kneza Milosa 11000 Belgrade Tel: (011-38-11) 645-655 Telex: 11529 AMEMBA YU FAX: (011-38-11) 645-221		

Sample Mailing Address

Below are the three accepted forms for addressing mail to an overseas post using the agricultural attache at the American Embassy in Jakarta as an example:

APO/FPO Address

Agricultural Attache
American Embassy
APO San Francisco, CA 96356-0001

Department of State Pouch Address

Agricultural Attache, Jakarta
USDA-FAS
Washington, DC 20250-6000

International Address

Agricultural Attache
American Embassy
Medan Merdeka Selatan 5
Jakarta
INDONESIA

Related USDA Agencies

Agricultural Research Service

The Agricultural Research Service (ARS) works to improve farm production, processing, and marketing. The ARS provides exporters with information, research, and consultations on transportation, packaging, storage, refrigeration, market diseases and disorders, insect control, and pesticide residues for domestic and foreign marketing. It also publishes studies on the best ways to select, pack, and ship for export. The following contacts can assist you in these areas.

Agricultural Research Service Tel: (202) 447-3656 FAX: (202) 447-5427	Dr. R. D. Plowman Administrator	Agricultural Research Service U.S. Department of Agriculture Room 302-A, Administration Building Washington, DC 20250
International Activities Tel: (301) 344-2605 FAX: (301) 344-1621	David R. Kincaid Director	International Activities Agricultural Research Service U.S. Department of Agriculture Room 107, Building 005, BARC-West Washington, DC 20250
European Marketing Research Center Tel: (001-31-10) 475-5233 FAX: (001-31-10) 477-7989	Lawrence A. Risse Director	European Marketing Research Center Agricultural Research Service U.S. Department of Agriculture c/o American Consulate General APO New York, NY 09159 (Rotterdam, Netherlands)
Publications and Reports Tel: (301) 344-2264 FAX: (301) 344-1726	Information Staff	Agricultural Research Service U.S. Department of Agriculture Room 307, Building 005, BARC-West Beltsville, MD 20705
Product Quality Tel: (301) 344-4278 FAX: (301) 344-5467	Wilda Martinez National Program Leader	Agricultural Research Service U.S. Department of Agriculture Room 226, Building 005, BARC-West Beltsville, MD 20705
Product Use Tel: (301) 344-3006 FAX: (301) 344-5467	Ruzton Villet National Program Leader	Agricultural Research Service U.S. Department of Agriculture Room 236, Building 005, BARC-West Beltsville, MD 20705
Product Losses, Quarantine Tel: (301) 344-3321 FAX: (301) 344-5467	Milton T. Ouye National Program Leader	Agricultural Research Service U.S. Department of Agriculture Room 218, Building 005, BARC-West Beltsville, MD 20705

**Animal and Plant
Health Inspection
Service**

The Animal and Plant Health Inspection Service (APHIS) is responsible for the inspection and certification of animals, plants, and agricultural products to meet health and/or sanitation requirements for export. Agency veterinarians inspect animals, poultry, and animal products to assure conformance with health and sanitation requirements for export as prescribed by the United States and the country of destination. At the request of exporters, plant inspectors certify the sanitation of plants and plant foods in accordance with the requirements of the receiving nation(s).

In addition, APHIS offices provide U.S. exporters with import requirements of foreign nations for livestock and plants.

The following contacts are restricted to those officials within APHIS whose duties are limited to export services:

**Plant Protection and
Quarantine (PPQ)**

Tel: (301) 436-8537
FAX: (301) 436-5786

Leonard M. Crawford
Chief Staff Officer

Export Certification Unit, PPQ
Animal and Plant Health Inspection
Service
U.S. Department of Agriculture
Room 633, Federal Building
6505 Belcrest Road
Hyattsville, MD 20782

Veterinary Services (VS)

Tel: (301) 436-8590
FAX: (301) 436-8817/8819

Dr. David Herrick
Chief Staff Veterinarian

Import-Export Operations Staff, VS
Animal and Plant Health Inspection
Service
U.S. Department of Agriculture
Room 764, Federal Building
6505 Belcrest Road
Hyattsville, MD 20782

**Cooperative State
Research Service**

The Cooperative State Research Service (CSRS) participates in research and program planning between the States and the USDA to encourage regional and national cooperation. The primary function of the CSRS is to administer Federal appropriations for agricultural research carried out by State agricultural experiment stations, forestry schools, 1890 land-grant universities and Tuskegee Institute, and selected veterinary colleges.

International Trade Development Centers for Agriculture

The CSRS administers grants for International Trade Development Centers (ITDC's). These grants are authorized by the National Agricultural Research, Extension, and Teaching Policy Act of 1977, as amended by the Food Security Act of 1985. The ITDC's provide programs and services to farmers and agribusinesses to enhance exports of agricultural and forestry commodities and related products. Activities include developing and promoting programs unique to each region's agricultural products, conducting research, providing market information, and offering conferences and seminars for exporters. Currently, there are 12 ITDC's in 9 States, all with some connection to land-grant colleges and universities, and additional States are interested in establishing ITDC's in the future. The following list provides contact names and addresses.

Idaho

Tel: (208) 885-6446
FAX: (208) 885-6654

Dr. Al J. Lingg
Director

International Programs
College of Agriculture
University of Idaho
Moscow, ID 83843

Iowa Tel: (515) 294-1184 FAX: (515) 294-6336	Dr. William H. Meyers Executive Director	Midwest Agribusiness Trade Research and Information Center Room 578, Heady Hall Iowa State University Ames, IA 50011
Iowa Tel: (515) 246-6027 FAX: (515) 246-6051	Ed Lowe Director	International Business Development Midwest Agribusiness Trade Research and Information Center 240 Trade Center of Iowa 312 8th Street Des Moines, IA 50309
Kansas Tel: (316) 291-8475 FAX: (316) 291-8211	Michael Resnick Vice-President of Marketing	Mid-America World Trade Center Epic Center - Suite 1810 301 N. Main Street Wichita, KS 67202
Kansas Tel: (913) 532-7130 FAX: (913) 532-6563	Dr. Stan Leland Associate Director	Mid-America World Trade Center Kansas State University Manhattan, KS 66506
Kentucky Tel: (606) 257-7265 FAX: (606) 258-1026	Dr. Michael R. Reed Executive Director	Center for Agricultural Export Development College of Agriculture 300 Bradley Hall University of Kentucky Lexington, KY 40506-0058
North Dakota Tel: (701) 237-7736 FAX: (701) 237-7235	Dr. Brendan J. Donnelly Director	International Trade Development Center Northern Crops Institute North Dakota State University Fargo, ND 58105
Oklahoma Tel: (405) 744-7693 FAX: (405) 744-8973	Robert Chitwood Acting Director	International Business Development Center for International Trade Development 109 Cordell North Oklahoma State University Stillwater, OK 74078-0390
Oregon Tel: (503) 242-0084 FAX: (503) 299-6769	Richard Gustafson Acting Director	Wheat Marketing Center 115 N.W. First Avenue Suite 200 Portland, OR 97209
Washington Tel: (206) 543-8684 FAX: (206) 543-3254	Dr. David Thorud Director of CINTRAFOR	College of Forest Resources AR-10 University of Washington Seattle, WA 98195

Washington
Tel: (509) 335-6653
FAX: (509) 335-3958

Dr. Desmond O'Rourke
Director of IMPACT

College of Agriculture and
Home Economics
Washington State University
Pullman, WA 99164-6214

West Virginia
Tel: (304) 293-7577
FAX: (304) 293-7579

Robert B. Conner
Executive Director

Appalachian Export Center for
Hardwoods
West Virginia University
P.O. Box 6061
258 Stewart Street
Morgantown, WV 26506

Economic Research Service

The Agriculture and Trade Analysis Division (ATAD) of the Economic Research Service (ERS) is a major source of expertise, data, models, and research information about the agricultural economies and policies of foreign countries, the agricultural trade and development relationships between foreign countries and the United States, and U.S. agricultural policies. The topics covered by the ATAD include agricultural and trade policies and their relationship to the economic, technical, and political factors affecting agricultural trade among countries; economic and agricultural market structure, efficiency, and performance of foreign countries; technical production systems of foreign countries; and foreign governments' production, consumption, monetary, and trade policies.

The ATAD is organized into six branches—Agricultural and Trade Policy; U.S. Agricultural Policy; Developed Market Economies; Developing Economies; Centrally Planned Economies; and Agricultural and Trade Indicators.

To receive information about ERS publications and technical reports, write or call:

Publications and Reports
Tel: (202) 786-1512
FAX: (202) 786-8312

Information Division

Economic Research Service
U.S. Department of Agriculture
1301 New York Avenue, N.W.,
Room 208
Washington, DC 20005-4788

Extension Service

The Cooperative Extension System (CES) is a nationwide educational network linking research, science, and technology to the needs of people where they live and work. Under its competitiveness, profitability, and rural America revitalization initiatives, the CES is developing practical educational programs and beginning to deliver information designed to increase U.S. participation in global markets.

Extension education combines the expertise and resources of Federal, State, and local governments. Partners in this one-of-a-kind system are the Extension Service of the USDA, extension professionals at land-grant universities throughout the United States and its territories, and extension professionals in nearly all 3,150 counties of the United States.

Extension's impact is magnified by thousands of paraprofessionals and 3 million volunteers. Strong linkages with other private and public organizations increase the breadth and depth of the network. The CES is mobilizing to assure that educational programs, publications, databases, and referral services critical to participation in global markets reach audiences in rural areas of the United States.

For further information about Extension Service initiatives, contact:

Competitiveness and Profitability

Tel: (202) 447-4341
FAX: (202) 475-5289

Dr. Dixon Hubbard
National Initiative Team
Leader

Extension Service
U.S. Department of Agriculture
Washington, DC 20250-0900

Revitalizing Rural America

Tel: (202) 447-2805
FAX: (202) 475-5289

Robert Lovan
National Initiative Team
Leader

Extension Service
U.S. Department of Agriculture
Washington, DC 20250-0900

The directory of *State Extension Service Directors and Administrators, 1890 and Tuskegee Extension Programs* is an additional resource for individuals interested in international business and market development. This publication and others can be obtained from:

Communication, Information, and Technology

Tel: (202) 447-3029
FAX: (202) 475-5289

Dr. Janet Poley
Director

Extension Service
U.S. Department of Agriculture
Washington, DC 20250-0900

Federal Grain Inspection Service

The Federal Grain Inspection Service (FGIS) certifies that grain produced in the United States meets the official United States Standards for Grain. These standards are implemented through a system of uniform guidelines covering sampling and grading. Similar controls exist to maintain the integrity of the weight of the grain. Grain standards are designed to assure a uniform product and to demonstrate to buyers and sellers alike that trading in the U.S. marketplace is a reliable and productive activity. The FGIS administers these systems through its headquarters in Washington, DC, and field offices in 25 States and Canada. For further information, contact:

Federal Grain Inspection Service

Tel: (202) 382-0226
Telex: 7607351 FGIS UC
FAX: (202) 447-4628

International Monitoring
Staff

U.S. Department of Agriculture
Room 1627-South Building
P.O. Box 96454
Washington, DC 20090-6454

Agricultural Marketing Service

The food quality certification service (also called "acceptance service"), provided by USDA's Agricultural Marketing Service (AMS), is available to foreign buyers to assure that any product shipped overseas meets contract specifications. To apply for the service, which is operated on a user-fee basis, foreign buyers must submit the specification or contract to AMS in advance. The AMS will review the contract and work with the buyers in writing a specification that can be certified. The requirements for USDA certification can be made a part of the purchase contract.

USDA has grade standards for a wide variety of food products, including shell eggs.

The following contacts are for AMS certification services.

Dairy

Tel: (202) 382-9382
FAX: (202) 475-4844

Barry L. Carpenter
Chief

Dairy Grading Branch
Dairy Division
Agricultural Marketing Service
U.S. Department of Agriculture
P.O. Box 96456
Washington, DC 20090-6456

Fruits and Vegetables Tel: (202) 447-5870 FAX: (202) 382-0393	Karl E. Torline Chief	Fresh Products Branch Fruit and Vegetable Division Agricultural Marketing Service U.S. Department of Agriculture P.O. Box 96456 Washington, DC 20090-6456
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Fruits and Vegetables Tel: (202) 447-4693 FAX: (202) 447-9027	Joe A. Fly Chief	Processed Products Branch Fruit and Vegetable Division Agricultural Marketing Service U.S. Department of Agriculture P.O. Box 96456 Washington, DC 20090-6456
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Meat Grading Tel: (202) 382-1113 FAX: (202) 475-4119	Eugene M. Martin Chief	Meat Grading and Certification Branch Livestock and Seed Division Agricultural Marketing Service U.S. Department of Agriculture P.O. Box 96456 Washington, DC 20090-6456
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Poultry and Eggs Tel: (202) 447-3271 FAX: (202) 475-3165	Larry W. Robinson Chief	Poultry Grading Branch Poultry Division Agricultural Marketing Service U.S. Department of Agriculture P.O. Box 96456 Washington, DC 20090-6456
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**Food Safety and
Inspection Service**

USDA inspection of meat and poultry products assures that the product at the time of export certification is sound, properly labeled, U.S. inspected and passed, and meets any requirements of the intended importing country. Questions about export certification should be directed to the following individuals on the International Programs Staff.

Food Safety and Inspection Service Tel: (202) 447-3473 FAX: (202) 426-3856	Patricia F. Stolfa Deputy Administrator	U.S. Department of Agriculture Room 341-E, Administration Building Washington, DC 20250
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U.S. Mission to the European Communities Tel: (011-32-2) 513-4450, ext. 2760 FAX: (011-32-2) 511-0918	Dr. Wallace I. Leary Veterinary Attache	American Embassy U.S. Mission to the European Communities APO New York, NY 09667-1030 (Brussels, Belgium)
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Export Coordination Division Tel: (202) 447-9051 FAX: (202) 426-3856	Dr. Robert E. Fetzner Director	Food Safety and Inspection Service U.S. Department of Agriculture Room 0019-South Building Washington, DC 20250
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The Food Safety and Inspection Service has five regional offices in the United States that may be contacted for export certification information.

Western Region	Dr. J. Harbottle	Food Safety and Inspection
Tel: (415) 273-7402	Director	Service
FTS: 536-7402		Building 2C - Room 102
		620 Central Avenue
		Alameda, CA 94501

(Alaska, American Samoa, Arizona, California, Colorado, Guam, Hawaii, Idaho, the Marianas, Montana, Nevada, North Dakota, Oregon, South Dakota, Utah, Washington, and Wyoming)

Southwestern Region	Dr. M. Waguespack	Food Safety and Inspection
Tel: (214) 767-9116	Director	Service
FTS: 729-9116		1100 Commerce Street,
		Room 5-F41
		Dallas, TX 75242

(Arkansas, Kansas, Louisiana, Missouri, Nebraska, New Mexico, Oklahoma, and Texas)

North Central Region	Dr. Jerry J. Booth	Food Safety and Inspection
Tel: (214) 284-6300	Director	Service
FTS: 862-6300		607 East 2nd Street
		Des Moines, IA 50316

(Illinois, Indiana, Iowa, Michigan, Minnesota, Ohio, and Wisconsin)

Southeastern Region	Dr. J.D. Willis	Food Safety and Inspection
Tel: (404) 347-3911	Director	Service
FTS: 257-3911		1718 Peachtree Street, N.W.
		Room 299, South
		Atlanta, GA 30309

(Alabama, Delaware, District of Columbia, Florida, Georgia, Kentucky, Maryland, Mississippi, North Carolina, Puerto Rico, South Carolina, Tennessee, Virginia, Virgin Islands, and West Virginia)

Northeastern Region	Dr. Donald L. White	Food Safety and Inspection
Tel: (215) 597-4217	Director	Service
		1421 Cherry Street, 7th Floor
		Philadelphia, PA 19102

(Connecticut, Maine, Massachusetts, New Jersey, New Hampshire, New York, Pennsylvania, Rhode Island, and Vermont)

National Agricultural Library

The National Agricultural Library (NAL) of the USDA is one of three national libraries in the United States. It is one of the largest agricultural libraries in the world, with approximately 1.9 million volumes and subscriptions to 26,000 periodicals from all over the world. The NAL is a repository for books, journals, maps, microforms, films, videocassettes, filmstrips, slides, and microcomputer software acquired through purchase, gifts, and exchange. It is the coordinator and primary resource for a national network of State land-grant universities and USDA field libraries working together to deliver information to those with an interest in agriculture and related topics. For general information about NAL, contact:

Library Services	National Agricultural	U.S. Department of Agriculture
Tel: (301) 344-3755	Library	10301 Baltimore Boulevard
FAX: (301) 344-3675		Beltsville, MD 20705

In addition, the NAL is the producer of AGRICOLA, a computerized database indexing more than 2 million books and articles relating to all aspects of agriculture. The database is accessible through two nationwide information retrieval systems, DIALOG and BRS. For further information about accessing AGRICOLA through these systems, contact:

Computerized Information Retrieval Tel: (800) 3-DIALOG	DIALOG Information Services, Inc.	3460 Hillview Avenue Palo Alto, CA 94304
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Computerized Information Retrieval Tel: (800) 3454-BRS	BRS Information Technologies	1200 Route 7 Lathan, NY 12110
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Agricultural Trade and Marketing Information Center

The NAL established the Agricultural Trade and Marketing Information Center in response to concerns about trends in U.S. exports, implications of world events, and shifts in global trade. The Center focuses on agribusiness, countertrade (barter), exports, and trade development. It uses the worldwide resources of the NAL collection to organize and disseminate information to interested users. The Center's staff can assist exporters in accessing NAL's extensive collections on a broad range of trade and marketing subjects, refer exporters to organizations or experts in the field, identify current research conducted by USDA research agencies, furnish bibliographies on a variety of trade and marketing topics, and perform brief searches of the AGRICOLA database or assist exporters in their own AGRICOLA searches. For more information about the Information Center, write or call:

Agricultural Trade and Marketing Information Center Tel: (301) 344-3719 FAX: (301) 344-3675	National Agricultural Library	U.S. Department of Agriculture 10301 Baltimore Boulevard Room 304 Beltsville, MD 20705
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Office of Transportation

Transportation is a critical element in the marketing chain. It directly affects product quality and the cost of exporting. Proper use of transportation equipment and services can help ensure exporting success. The Office of Transportation's (OT) economists, traffic management specialists, engineers, and agricultural marketing specialists help shippers solve their transportation problems and monitor relevant regulatory issues.

The OT helps exporters to:

Maintain Product Quality in Transit—Agricultural shippers can save millions of dollars worth of product by minimizing damage in transit. OT has published a series of handbooks and tip sheets for exporters on shipping practices that will assure products are delivered in top condition.

Obtain Competitive Transportation Rates—Ocean and air freight are substantial components in the cost of exporting. OT provides shippers with rate information and is an active participant in regulatory issues that affect rates. OT represents the interests of agricultural shippers before the Federal Maritime Commission.

Monitor International Transportation Issues—The OT program includes research into a wide range of international issues and agreements that affect agricultural exporters. OT monitors developments related to cargo preference, transportation subsidies, technological restrictions resulting from the European Community's single market in 1992, ocean container standards, and cargo insurance.

Efficiently Use Transportation Services—Shippers are faced with an array of transportation options. OT provides information and assistance to reduce costs and increase access to foreign markets. OT monitors developments in double-stack and intermodal transportation and can help shippers evaluate their intermodal, air, and ocean rate and service options.

Further information and OT publications may be obtained by contacting:

International Division
Tel: (202) 653-6310
FAX: (202) 653-6327

James Caron
Director

Office of Transportation
U.S. Department of Agriculture
P.O. Box 96575
Washington, DC 20090-6575

State and Regional Export Organizations

National Association of State Departments of Agriculture

The National Association of State Departments of Agriculture is a nonprofit, nonpartisan organization of the 50 State departments of agriculture and those from the trust territories of Puerto Rico, Guam, American Samoa, and the Virgin Islands. Members of this organization are the commissioners, secretaries, and directors of the departments of agriculture in the States and four territories.

National Association of State Departments of Agriculture	James B. Grant Executive Secretary	1616 H Street, N.W., 7th Floor Washington, DC 20006
Tel: (202) 628-1566		
Telex: 9103500181		
NASDA UD		
FAX: (202) 628-9461		

Eastern U.S. Agricultural and Food Export Council, Inc.

Ten northeastern State departments of agriculture formed this organization to promote the exports of food and other agricultural products from Connecticut, Delaware, Maine, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, and Vermont.

Eastern U.S. Agricultural and Food Export Council, Inc.	Christopher J. Catranis Executive Director	2 World Trade Center, Suite 2717 New York, NY 10047
Tel: (212) 432-0020		
Telex: 420859 EUSAFEC		
FAX: (212) 488-2053		

Mid-America International Agri-Trade Council

The Mid-America International Agri-Trade Council (MIATCO) is a nonprofit corporation that promotes the export of agricultural products worldwide. MIATCO's members are Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, and Wisconsin.

Mid-America International Agri-Trade Council	Drayton C. Mayers Executive Director	820 Davis Street, Suite 212 Evanston, IL 60201
Tel: (312) 866-7300		
Telex: 880179 MIATCO CGO		
FAX: (312) 866-7413		

Southern United States Trade Association

The Southern United States Trade Association (SUSTA) is an association of the departments of agriculture of 15 Southern States and the Commonwealth of Puerto Rico. SUSTA promotes food and other agricultural exports from its member States.

Members are Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Maryland, Mississippi, North Carolina, Oklahoma, Puerto Rico, South Carolina, Tennessee, Texas, Virginia, and West Virginia.

Southern United States Trade Association	Scott Hansen Project Director	World Trade Center, Suite 346 New Orleans, LA 70130-1580
Tel: (504) 568-5986		
Telex: 287859 SUSTA UR		
FAX: (504) 568-6010		

**Western U.S. Agricultural
Trade Association**

Eleven western State departments of agriculture and one territory formed the Western U.S. Agricultural Trade Association (WUSATA) to promote food and other agricultural exports from its member States. WUSATA members are Alaska, American Samoa, California, Colorado, Hawaii, Idaho, New Mexico, Oregon, Utah, Washington, and Wyoming.

**Western U.S. Agricultural
Trade Association**

Tel: (206) 574-2627
Telex: 298572 NEA UR
FAX: (206) 574-7083

Dr. James Youde
Executive Director

13101 N.E. Highway 99, Suite 200
Vancouver, WA 98686-2786

**State Departments
of Agriculture**

This list includes other agencies because some State departments of agriculture do not have the primary responsibility for export development. An asterisk (*) denotes the primary contact in each State for export information and assistance to private traders in developing food and agricultural exports.

**Alabama Department of
Agriculture and Industries**

Tel: (205) 242-2650

Albert McDonald
Commissioner

P.O. Box 3336
Beard Building
Montgomery, AL 36193-0001

Tel: (205) 242-5872
FAX: (205) 240-3135

*Mayron W. Whigham
Administrator International
Trade

**Alaska Department of
Natural Resources**

Tel: (907) 465-2400
FAX: (907) 586-2754

Lennie Gorsuch
Commissioner

P.O. Box 949
Palmer, AK 99645-0949

Tel: (907) 745-7200
FAX: (907) 745-7112

*Edward D. Kern
Development Specialist
Division of Agriculture

**American Samoa
Department of Agriculture**

Tel: (011-684) 699-9272
FAX: (011-684) 699-2567

*Ta'alo P. Lauofo
Director

P.O. Box 366
Pago Pago,
American Samoa 96799

**Arizona Department of
Commerce**

Tel: (602) 542-5371
FAX: (602) 542-2146

David Jankofsky
Director

1700 W. Washington Avenue
Phoenix, AZ 85015

Tel: (602) 542-4927

Peter Cunningham
Assistant Director for
International Trade and
Investment

Arkansas State Plant Board Tel: (501) 225-1598 FAX: (501) 225-3590	Gerald King Director	No. 1 Natural Resources Drive Little Rock, AR 72205
Tel: (501) 682-1121 FAX: (501) 682-7691	Maria L. Haley Marketing Director Arkansas Industrial Development Commission	
Tel: (501) 682-3571 Telex: 215886 AIDC UR	*Charles E. Smith Agricultural Marketing Manager	
California Department of Food and Agriculture Tel: (916) 445-7126 FAX: (916) 324-1681	Henry Voss Director	1220 N Street Sacramento, CA 95814
Tel: (916) 445-2491	Jed Adams Assistant Director Division of Marketing Services	
Tel: (916) 322-4339	*Marilynn Bonin Executive Officer Agricultural Export Programs	
Colorado Department of Agriculture Tel: (303) 866-2811 FAX: (303) 866-4073	Steven W. Horn Commissioner	1525 Sherman Street, 4th Floor Denver, CO 80203
Tel: (303) 866-3561 Telex: 704381 STATE OF COLORADO FAX: (303) 866-4073	*Jim Rubingh Program Administrator Markets Development Division	
Connecticut Department of Agriculture Tel: (203) 566-4667 FAX: (203) 566-6094	Kenneth B. Andersen Commissioner	State Office Building 165 Capitol Avenue, Room 273 Hartford, CT 06106
Tel: (203) 566-4276	Kenneth W. Veit Director Division of Markets	
Tel: (203) 566-6457	*David Nisely International Marketing Specialist	

Delaware Department of Agriculture Tel: (302) 736-4811 FAX: (302) 697-6287	William B. Chandler, Jr. Secretary	2320 South Dupont Highway Dover, DE 19901
Tel: (302) 736-4811 Telex: 910-380-4874	*W. Robert Smallwood International Trade Marketing Specialist	

Florida Department of Agriculture and Consumer Services Tel: (904) 488-3022 Telex: 810-931-3655 FAX: (904) 488-7585	Doyle Conner Commissioner	Mayo Building Tallahassee, FL 32399-0810
Tel: (904) 488-4031	Dr. Vance Young Division of Marketing	
Tel: (904) 488-9948	Mike Whitehead Supervisor to Development Representatives	
Tel: (904) 488-4366	Tony Ferdrick Development Representative	
	Florida Department of Agriculture and Consumer Services	8375 N.W. 53rd Street, Suite 103 Miami, FL 33166-4650
Tel: (305) 226-9131	Dr. Roberto Parajon Development Representative	

Georgia Department of Agriculture Tel: (404) 656-3600 FAX: (404) 656-9380	Thomas T. Irvin Commissioner	Capitol Square Agriculture Building, Room 328 Atlanta, GA 30334-2001
Tel: (404) 656-3740 Telex: 80-4349 GDA TRADE ATL	*Lanny Williams Director of International Trade	

Guam Department of Agriculture Tel: (011-671) 734-3941	*Antonio Quitugua Director	P.O. Box 2950 Agana, Guam 96910
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**Hawaii Department of
Agriculture**

Tel: (808) 548-7101
FAX: (808) 548-6100

Tel: (808) 548-7138
FAX: (808) 548-8524

Yukio Kitagawa
Chairperson of the Board
of Agriculture

*Masao Hanaoka
Head, Marketing and
Consumer Services
Division

P.O. Box 22159
Honolulu, HI 96822

**Idaho Department of
Agriculture**

Tel: (208) 334-3240
FAX: (208) 334-3482

Tel: (208) 334-3240
FAX: (208) 334-2170

Richard R. Rush
Director

*Rick G. Phillips
Director, Marketing Division

2270 Old Penitentiary Road
Boise, ID 83712

**Illinois Department of
Agriculture**

Tel: (217) 782-2172
FAX: (217) 524-5960

Tel: (217) 782-6675

Tel: (217) 782-6675

J. Michael Baise
Acting Director

*Perry Brown
Bureau Chief
International Trade,
Division of Marketing

Richard Fetter
International Marketing
Representative
Division of Marketing

P.O. Box 19281
State Fairgrounds
Springfield, IL 62794-9281

**Indiana Department of
Commerce**

Tel: (317) 494-8391
FAX: (317) 494-9613

Tel: (317) 232-8770
Telex: 810-341-3376
INCOMPETRO IND
FAX: (317) 232-8766

Terry D. Strueh
Assistant to the Dean of
Agriculture

*David L. Miers
Director

Purdue University
Agriculture Administration Building
West Lafayette, IN 47907

Department of Commerce
Division of Agriculture
1 North Capitol, Suite 700
Indianapolis, IN 46204

**Iowa Department of
Agriculture and Land
Stewardship**

Tel: (515) 281-5322
FAX: (515) 281-6236

Tel: (515) 281-5993
Telex: 478332 IA AG
MKTG DMS

Dale M. Cochran
Secretary

*Steve Pedersen
Director of Marketing

Wallace Building
Des Moines, IA 50319

Kansas State Board of Agriculture Tel: (913) 296-3558 FAX: (913) 296-2247	Sam Brownback Secretary	109 Southwest 9th Street Topeka, KS 66612-1280
Tel: (913) 296-3736 Telex: 494-4584 BOA TPK	*Eldon Fastrup Director, Marketing Division	
Tel: (913) 296-3736	*Jerry Dudley Export Marketing Specialist	
Kentucky Department of Agriculture Tel: (502) 564-4696	Ward "Butch" Burnette Commissioner	Capitol Plaza Tower, 7th Floor Frankfort, KY 40601
Tel: (502) 564-6571 FAX: (502) 564-6527	Barney Hornback Director, Division of Markets	
Tel: (502) 564-4696	*Bill Asbury Director of International Marketing	
Louisiana Department of Agriculture Tel: (504) 922-1234	Robert P. Odom Commissioner	P.O. Box 3334 Baton Rouge, LA 70821-3334
Tel: (504) 922-1280	*Roy Johnson Director of Market Development and International Marketing	
Maine Department of Agriculture Tel: (207) 289-3871 FAX: (207) 289-7548	Bernard W. Shaw Commissioner	Food and Rural Resources Deering Building (AMH) State House, Station 28 Augusta, ME 04333
Tel: (207) 289-2167	*Bernard Rogan Director, Division of Market Development	
Maryland Department of Agriculture Tel: (301) 841-5880 FAX: (301) 841-5914	Wayne A. Cawley, Jr. Secretary	50 Harry S. Truman Parkway Annapolis, MD 21401
Tel: (301) 841-5770	Ralph H. Hemphill Director of Marketing	
Tel: (301) 841-5770 Telex: 87856 MD DPT AGANPL	Bradley Powers Acting Chief of Marketing	

Massachusetts Department of Food and Agriculture Tel: (617) 727-3002	August Schumacher, Jr. Commissioner	100 Cambridge Street, 21st Floor Boston, MA 02202
Tel: (617) 727-3018	Jim Hines Director of Agricultural Development	
Tel: (617) 727-3018/3002	Mary Beth Guilfoyle Foreign Trade Specialist	
Michigan Department of Agriculture Tel: (517) 373-1050 FAX: (517) 335-0628	Dr. Burton Cardwell Acting Director	P.O. Box 30017 4th Floor, Ottawa Building, North Lansing, MI 48909
Tel: (517) 373-1054	*Randy G. Harmson Director, World Trade Services Division	
Minnesota Department of Agriculture Tel: (612) 297-3219 FAX: (612) 296-6890	James Nichols Commissioner	90 West Plato Boulevard Saint Paul, MN 55107
Tel: (612) 297-1695 FAX: (612) 296-3555	*Christine Dewitt Director of Agricultural Trade	30 East 7th Street World Trade Center Saint Paul, MN 55101
Tel: (612) 297-4222	Sandy Jeffers Trade Representative	
Mississippi Department of Agriculture and Commerce Tel: (601) 354-7050	Jim Buck Ross Commissioner	P.O. Box 1609 Jackson, MS 39215-1609
Tel: (601) 354-7107 FAX: (601) 354-6001	Tip Bishop Director of Marketing	
Tel: (601) 961-4725 FAX: (601) 354-6001	Roy Manning Director of International Trade	
Missouri Department of Agriculture Tel: (314) 751-3359 Telex: 910-760-24352 MOAG INTDIVJEF FAX: (314) 751-2868	Charles E. Kruse Director	P.O. Box 630 1616 Missouri Boulevard Jefferson City, MO 65102
Tel: (314) 751-5611	*James Foster International Marketing Program	

Montana Department of Agriculture Tel: (406) 444-3144 FAX: (406) 444-5529	Everett Snortland Director	Agriculture/Livestock Building Capitol Station Helena, MT 59620
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Tel: (406) 444-2402 Telex: 313132 OWMARKET HEL	*Moe Wosetka Marketing Bureau Chief
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Nebraska Department of Agriculture Tel: (402) 471-2341 FAX: (402) 471-3252	George Beattie Director	301 Centennial Mall South P.O. Box 94947 Lincoln, NE 68509
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Tel: (402) 471-2341/4669	Paul Johnston Deputy Director
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Tel: (420) 471-4876	Stan Garbacz Director, Agricultural Promotion and Development Division
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Nevada Department of Agriculture Tel: (702) 789-0180 FAX: (702) 789-0120	*Thomas W. Ballow Executive Director	P.O. Box 11100 Reno, NV 89510
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New Hampshire Department of Agriculture Tel: (603) 271-3551 FAX: (602) 271-2361	Stephen H. Taylor Commissioner	Caller Box 2042 Concord, NH 03302-2042
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Tel: (603) 271-3788	Elizabeth J. Corell Agricultural Development Division
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New Jersey Department of Agriculture Tel: (609) 292-3976 FAX: (609) 292-3978	Arthur R. Brown, Jr. Secretary	CN 330 Trenton, NJ 08625
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Tel: (609) 292-5536	John Repko Director, Division of Markets
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Tel: (609) 292-5536	Mary Anne McGovern Chief, Market Development and Promotions
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New Mexico Department of Agriculture Tel: (505) 646-3007 FAX: (505) 646-2661	Frank A. DuBois Secretary	P.O. Box 30005 Department 3189 Las Cruces, NM 88003-0005
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Tel: (505) 646-4929 Telex: 704666	*Robert G. Toberman Director, Marketing and Development Division
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New York Department of Agriculture and Markets Tel: (518) 457-4188 FAX: (518) 457-3087	Richard T. McGuide Commissioner	1 Winners Circle Capitol Plaza Albany, NY 12235
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Tel: (518) 457-3412	*John Kearns Senior Marketing Representative, Division of Marketing
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North Carolina Department of Agriculture Tel: (919) 733-7125 FAX: (919) 733-0999	James A. Graham Commissioner	P.O. Box 27647 Raleigh, NC 27611
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Tel: (919) 733-7887	M. Wayne Miller Director, Division of Markets
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Tel: (919) 733-7912	Ken Maxwell Manager of International Marketing
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Tel: (919) 733-7912	Bruce Shankle Livestock Export Marketing
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North Dakota Department of Agriculture Tel: (701) 224-2231 FAX: (701) 224-4567	Sarah Vogel Commissioner	600 East Boulevard, 6th Floor State Capitol Bismarck, ND 58505
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Tel: (701) 224-4766 Telex: 296021 ND AG DPT BMRK	*John Sandbakken Director, Division of Marketing
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Ohio Department of Agriculture Tel: (614) 466-2737	Stephen Maurer Director	65 South Front Street Columbus, OH 43215
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Tel: (614) 466-8798	*Alice Walters Chief, Division of Marketing
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Oklahoma Department of Agriculture Tel: (405) 521-3868	Jack D. Craig Commissioner	2800 North Lincoln Oklahoma City, OK 73105
Tel: (405) 521-3864 ext. 236 Telex: 703370 AOK UD	*Anna Belle Wiedemann Director, Marketing Development	
Tel: (405) 521-3864 ext. 226	Robert B. Davis Cooridnator, International Marketing	
Oregon Department of Agriculture Tel: (503) 378-4152 FAX: (503) 378-5529	Bruce Andrews Director	635 Capitol Street, N.E. Salem, OR 97310-0110
Tel: (503) 229-6734 Telex: 215175 AGORE AD FAX: (503) 229-6113	Agricultural Development and Marketing Division *Richard Fritz Assistant Director	121 Southwest Salmon Street, No. 240 Portland, OR 97204
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FAS Cooperator Market Development Program

The cooperator program is one of the oldest FAS market development efforts abroad. Projects are conducted by FAS, in cooperation with nonprofit commodity trade associations, to promote U.S. products ranging from soybeans to leather to logs.

Cooperator projects acquaint potential foreign customers with U.S. agricultural products to show them how these products might be used to their benefit. This helps create or stimulate demand for U.S. exports.

FAS and the cooperators share the financing of these projects, which are carried out by the cooperators under FAS supervision.

U.S. Agricultural Export Development Council

Since its establishment in February 1980, the U.S. Agricultural Export Development Council (USAEDC) has served as liaison between FAS and producer/agribusiness organizations participating in the cooperator/foreign market development and the export incentive programs established by FAS. Targeted Export Assistance Program participants also are USAEDC members. For further information about the USAEDC, contact:

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Washington, DC 20571

The Eximbank also has an electronic bulletin board that can be accessed by modem. News releases, application forms, and other information are available. To reach the bulletin board, call (202) 566-4699. In addition, exporters can contact the Eximbank's Business Advisory Hotline at (800) 424-5201 for help and information.

U.S. Customs Service

The U.S. Customs Service has responsibility for assessing and collecting customs duties, excise taxes, fees, and penalties due on imported goods; preventing fraud and smuggling; controlling carriers, persons, and cargoes entering and departing the United States; intercepting illegal high-technology exports to Soviet Bloc nations; cooperating with other Federal agencies in suppressing the traffic of illicit narcotics and pornography; enforcing reporting requirements of the Bank Secrecy Act; protecting the U.S. public by enforcing auto safety and emission control standards, flammable fabric restrictions, and animal and plant quarantine requirements; and protecting U.S. business and labor by enforcing regulations dealing with copyrights, trademarks, and quotas. As the principal border enforcement agency of the United States, Customs enforces some 400 provisions of law on behalf of more than 40 Federal agencies. For more information about the U.S. Customs Service, contact:

U.S. Customs Service

Tel: (202) 566-5286

FAX: (202) 566-9087

Richard Weart

Director

Public Affairs Office

U.S. Department of the Treasury

1301 Constitution Avenue, N.W.

Washington, DC 20229

U.S. Department of Commerce

The Department of Commerce encourages, serves, and promotes the nation's international trade, economic growth, and technological advancement. It offers assistance and information to increase U.S. competitiveness in the world economy; administers programs to prevent unfair foreign trade competition; provides social and economic statistics and analyses for business and government planners; provides research and support for the increased use of scientific, engineering, and technological development; works to improve our understanding and benefits of the earth's physical environment and oceanic resources; grants patents and registers trademarks; develops policies and conducts research on telecommunications; provides assistance to promote domestic economic development; promotes travel to the United States by residents of foreign countries; and assists in the growth of minority businesses.

International Trade Administration

The International Trade Administration's (ITA) mission is to promote world trade and strengthen the international trade and investment position of the United States. The ITA is responsible for nonagricultural trade operations of the U.S. Government and supports the trade policy negotiation efforts of the U.S. Trade Representative. More information about ITA services can be obtained by contacting:

**International Trade
Administration**
Tel: (202) 377-3808
FAX: (202) 377-5819

Elizabeth Dugan
Director
Public Affairs

U.S. Department of Commerce
14th Street and Constitution
Avenue, N.W., Room 3414
Washington, DC 20230

United States and Foreign Commercial Service

The United States and Foreign Commercial Service (USFCS) within the ITA of the U.S. Department of Commerce provides export services including identification of foreign market opportunities, market research, sponsorship of overseas sales missions, participation in trade shows in foreign countries, export counseling, and reports on overseas traders. Programs include agricultural machinery, equipment, and veterinary supplies. Further information can be obtained by contacting either the domestic operations or export counseling offices:

**United States and Foreign
Commercial Service**
Tel: (202) 277-4767

Daniel E. Sullivan
Deputy Assistant Secretary
Domestic Operations

U.S. Department of Commerce
14th Street and Constitution
Avenue, N.W., Room 3810
Washington, DC 20230

Tel: (202) 377-3181

Export Counseling

U.S. Department of Commerce
14th Street and Constitution
Avenue, N.W., Room 1066
Washington, DC 20230

For information and assistance on U.S. seafood products, contact:

**United States and Foreign
Commercial Service**
Tel: (202) 377-3922

Terry Ellington
Manager
Fisheries Trade Promotion

U.S. Department of Commerce
14th Street and Constitution
Avenue, N.W., Room 3130
Washington, DC 20230

The USFCS also has district offices located in most States. For assistance, please contact the appropriate office listed below.

Alabama
Tel: (205) 731-1331
FTS: 229-1331

Gayle C. Shelton, Jr.
Director

Room 302 (Berry Building)
2015 2nd Avenue North
Birmingham, AL 35203

Alaska
Tel: (907) 271-5041

Charles Becker
Director

222 W. 7th Avenue
P.O. Box 32
Anchorage, AK 99513-7591

Arizona
Tel: (602) 261-3285

Donald W. Fry
Director

Federal Building and
U.S. Courthouse
230 North 1st Avenue,
Room 3412
Phoenix, AZ 85025

Arkansas
Tel: (501) 378-5794
FTS: 740-5794

Lon J. Hardin
Director

Savers Federal Building
320 W. Capitol Avenue,
Suite 811
Little Rock, AR 72201

California Tel: (213) 209-6707 FTS: 793-6707	Daniel J. Young Director	11777 San Vicente Boulevard, Room 800 Los Angeles, CA 90049
California Tel: (714) 836-2461 FTS: 799-2461	Jesse E. Campos	116-A West 4th Street, Suite 1 Santa Ana, CA 92701
California Tel: (619) 557-5395 FTS: 895-5395	Richard Powell Director	6363 Greenwich Drive, Suite 260 San Diego, CA 92122
California Tel: (415) 556-5860	Betty D. Neuhart Director	Federal Building Box 36013 450 Golden Gate Avenue San Francisco, CA 94102
Colorado Tel: (303) 844-3246 FTS: 564-3246	Paul Bergman Acting Deputy Director	U.S. Customhouse 721 19th Street, Room 113 Denver, CO 80202
Connecticut Tel: (203) 240-3530 FTS: 244-3530	Eric B. Outwater Director	Federal Office Building 450 Main Street, Room 610-B Hartford, CT 06103
Delaware (Served by Philadelphia, Pennsylvania District Office)		
District of Columbia Tel: (202) 377-3181		U.S. Department of Commerce 14th Street and Constitution Avenue, N.W., Room 1066 Washington, DC 20230
Florida Tel: (813) 461-0011 FTS: 826-3738		Federal Bulding, c/o Greater Clearwater Chamber of Comerce 128 North Osceola Avenue Clearwater, FL 33515
Florida Tel: (904) 791-2796 FTS: 946-2796		Independence Square Suite 3205-C Jacksonville, FL 32202
Florida Tel: (305) 536-5267 FTS: 350-5267	Ivan A. Cosimi Director	Federal Building, Suite 224 51 S.W. First Avenue Miami, FL 33130

Florida Tel: (407) 648-1608 FTS: 820-6235		College of Business Administration CEBA II-Room 346 University of Central Florida Orlando, FL 32816
Florida Tel: (904) 488-6469 FTS: 965-7194		c/o Florida State Department of Commerce Collins Building, Room 401 107 West Gaines Street Tallahassee, FL 32304
Georgia Tel: (404) 347-7000 FTS: 257-4872	George T. Norton, Jr. Director	1365 Peachtree Street, N.W. Suite 504 Atlanta, GA 30309
Georgia Tel: (912) 944-4204 FTS: 248-4202	James W. McIntire Director	120 Barnard Street, A-107 Savannah, GA 31401
Hawaii Tel: (808) 541-1282 FTS: 541-1782	George Dolan Director	P.O. Box 50026 300 Ala Moana Boulevard Honolulu, HI 96850
Idaho (Serviced by Denver, Colorado District Office)		
Tel: (208) 334-9254 FTS: 554-9254	Stephen B. Thompson	Statehouse, Room 113 Boise, ID 83720
Illinois Tel: (312) 353-4450	Michael Simon Acting Director	Suite 1406 Mid-Continental Plaza Building 55 East Monroe Street Chicago, IL 60603
Illinois Tel: (312) 397-3000, ext. 2532		W.R. Harper College Algonquin and Roselle Road Palatine, IL 60067
Illinois Tel: (815) 987-8100		515 North Court Street P.O. Box 1747 Rockford, IL 61110-0247
Indiana Tel: (317) 226-6214 FTS: 331-6214	Mel R. Sherar Director	One North Capitol, Suite 520 Indianapolis, IN 46204

Iowa Tel: (515) 284-4222 FTS: 862-4222	Jesse N. Durden Director	817 Federal Building 210 Walnut Street Des Moines, IA 50309
Kansas (Served by Kansas City, Missouri District Office)		
Tel: (316) 269-6160 FTS: 752-6160	George D. Lavid Trade Specialist	727 Waco Suite 580 Wichita, KS 67203
Kentucky Tel: (502) 582-5066 FTS: 352-5066	Don R. Henderson Director	Room 636B Gene Snyder Custom House and House Building 601 West Broadway Louisville, KY 40202
Louisiana Tel: (504) 589-6546 FTS: 682-6546	Paul L. Guidry Director	Suite 432 World Trade Center 2 Canal Street New Orleans, LA 70130
Maine (Served by Boston, Massachusetts District Office)		
Tel: (207) 622-8249 FTS: 833-6249	Stephen Nyulaszi	77 Sewall Street August, ME 04330
Maryland Tel: (301) 962-3560 FTS: 922-3560	LoRee P. Silloway Director	U.S. Customhouse, Suite 413 40 South Gay Street Baltimore, MD 21202
Massachusetts Tel: (617) 565-8563 FTS: 835-8563	Francis J. O'Connor Director	World Trade Center, Suite 307 Commonwealth Pier Area Boston, MA 02210
Michigan Tel: (313) 226-3650	William Dahlin Acting Director	Room 1140 Patrick McNamara Building 477 Michigan Avenue Detroit, MI 48226
Michigan Tel: (616) 456-2411 FTS: 372-2411		300 Monroe N.W., Room 409 Grand Rapids, MI 49503
Minnesota Tel: (612) 348-1638 FTS: 777-1638	Ronald E. Kramer Director	108 Federal Courts Building 110 South 5th Street Minneapolis, MN 55401

Mississippi Tel: (601) 965-4388 FTS: 490-4388	Mark E. Spinney Director	Jackson Mall Office Center, Suite 328 300 Woodrow Wilson Boulevard Jackson, MS 39213
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Missouri Tel: (816) 374-3141 FTS: 758-3141	James D. Cook Director	601 East 12th Street, Suite 635 Kansas City, MO 64106
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Missouri Tel: (314) 425-3302 FTS: 279-3302	Donald R. Loso Director	7911 Forsyth Boulevard, Suite 610 St. Louis, MO 63105
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Montana

(Serviced by Denver,
Colorado District Office)

Nebraska Tel: (402) 221-3664 FTS: 864-3664	George H. Payne Director	11133 O Street Omaha, NE 68137
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Nevada Tel: (702) 784-5203 FTS: 470-5203	Joseph J. Jeremy Director	1755 E. Plumb Lane, Suite 152 Reno, NV 89502
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New Hampshire

(Serviced by Boston,
Massachusetts District
Office)

New Jersey Tel: (609) 989-2100 FTS: 483-2100	Thomas J. Murray Director	3131 Princeton Pike, Building 4D, Suite 211 Trenton, NJ 08608
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New Mexico

(Serviced by Dallas, Texas
District Office)

Tel: (505) 262-6024 FTS: 474-2386	5000 Marble Avenue, N.E., Suite 320 Albuquerque, NM 87110
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New Mexico Tel: (505) 827-0264	c/o Economic Development and Tourism Department 1100 Street Francis Drive Santa Fe, NM 87503
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New York Tel: (716) 846-4191 FTS: 437-4191	Robert F. Magee Director	Federal Building, Suite 1312 111 West Huron Street Buffalo, NY 14202
New York Tel: (212) 264-0634	Milton A. Eaton Director	Federal Office Building 26 Federal Plaza - Foley Square New York, NY 10278
New York Tel: (716) 263-6480 FTS: 963-6480		121 East Avenue Rochester, NY 16404
North Carolina Tel: (919) 333-5345 FTS: 699-5345	Samuel P. Troy Regional Managing Director	324 West Market Street P.O. Box 1950 Greensboro, NC 27402
North Dakota (Serviced by Omaha, Nebraska District Office)		
Ohio Tel: (513) 684-2944	Gordon B. Thomas Director	Federal Office Building, Suite 9504 550 Main Street Cincinnati, OH 45202
Ohio Tel: (216) 522-4750 FTS: 942-4750	Troy T. Zettler Director	666 Euclid Avenue, Room 668 Cleveland, OH 44114
Oklahoma Tel: (405) 231-5302 FTS: 736-5302	Ronald L. Wilson Director	5-Broadway Executive Park, Suite 200 6601 Broadway Extension Oklahoma City, OK 73116
Oklahoma Tel: (918) 581-7650 FTS: 736-7650		440 S. Houston Street Tulsa, OK 74127
Oregon Tel: (503) 221-3001 FTS: 423-3001	Lloyd R. Porter Director	1220 S.W. 3rd Avenue, Room 618 Portland, OR 97204
Pennsylvania Tel: (215) 597-2866 FTS: 597-2866	Robert E. Kistler Director	Federal Building, Room 9448 600 Arch Street Philadelphia, PA 19106
Pennsylvania Tel: (412) 644-2850 FTS: 722-2850	John A. McCartney Director	Federal Building, Suite 2002 1000 Liberty Avenue Pittsburgh, PA 15222

Puerto Rico Tel: (809) 753-4555 Ext. 555	J. Enrique Vilella Director	Federal Building, Room G55 San Juan (Hato Rey), PR 00918
Rhode Island (Serviced by Boston, Massachusetts District Office)		
Tel: (401) 528-5104, ext. 22 FTS: 838-5104		7 Jackson Walkway Providence, RI 02903
South Carolina Tel: (803) 724-4361 FTS: 677-4361		17 Lockwood Drive Charleston, SC 29401
South Carolina Tel: (803) 765-5345 FTS: 677-5345	Edgar L. Rojas Director	Strom Thurmond Federal Building, Suite 172 1835 Assembly Street Columbia, SC 29201
South Dakota (Serviced by Omaha, Nebraska District Office)		
Tennessee Tel: (901) 521-4137 FTS: 222-4826		555 Beale Street Memphis, TN 38103
Tennessee Tel: (615) 736-1505 FTS: 852-5161	Jim Charlet Director	Parkway Towers, Suite 1114 404 James Robertson Parkway Nashville, TN 37219-1505
Texas Tel: (512) 472-5059	William Taylor Executive Director	P.O. Box 12728 - Capitol Station Austin, TX 78711
Texas Tel: (214) 767-0542 FTS: 729-0542	C. Carmon Stiles Regional Managing Director	1100 Commerce Street, Room 7A5 Dallas, TX 75242
Texas Tel: (713) 229-2578 FTS: 526-4578	James D. Cook Director	Federal Courthouse, Suite 2625 515 Rusk Street Houston, TX 77002
Utah Tel: (801) 524-5116 FTS: 588-5116	Stephen P. Smooth Director	U.S. Courthouse, Suite 340 350 S. Main Street Salt Lake City, UT 84101

Vermont

(Serviced by Boston,
Massachusetts District)

Virginia

Tel: (804) 771-2246
FTS: 925-2246

Philip A. Ouzts
Director

Federal Building,
Suite 8010
400 North 8th Street
Richmond, VA 23240

Washington

Tel: (206) 442-5616
FTS: 399-5615

C. Franklin Foster
Director

3131 Elliott Avenue, Room 290
Seattle, WA 98121

Washington

Tel: (509) 353-2922
FTS: 439-2922

West 808 Spokane Falls
Boulevard, Suite 650
Spokane, WA 99201

West Virginia

Tel: (304) 347-5123
FTS: 930-5023

Roger L. Fortner
Director

3402 Federal Building
500 Quarrier Street
Charleston, WV 25301

Wisconsin

Tel: (414) 291-3473
FTS: 362-3473

Patrick A. Willis
Director

Federal Building and U.S.
Courthouse
Room 606
517 East Wisconsin Avenue
Milwaukee, WI 53202

Wyoming

(Serviced by Denver,
Colorado District Office)

National Marine Fisheries Service

Within the National Oceanic and Atmospheric Administration of the U.S. Department of Commerce, the National Marine Fisheries Service (NMFS) addresses trade problems impacting U.S. fishery exports in coordination with the U.S. Trade Representative, the International Trade Administration, and the International Trade Commission. The NMFS is concerned with fisheries trade issues for U.S. markets in Japan, Canada, and the European Community and also provides export inspection services and develops product standards.

For information on trade matters, contact:

**National Marine
Fisheries Service**

Tel: (301) 427-2379
FAX: (301) 588-4853

Terry Ellington
Office of Trade and
Industry Services

1335 East-West Highway
Silver Spring, MD 20910

The NMFS also has five regional offices located in the following areas.

Alaska Region
Tel: (907) 586-7224
Telex: 45377 NMFS AKR
JNU

P.O. Box 21668
Juneau, AK 99002

Southwest Region
Tel: (213) 514-6677

300 South Ferry Street
Room 2016
Terminal Island, CA 90731

Northeast Region
Tel: (617) 281-3600
Telex: 94007 NMFS GLOS

14 Elm Street
Gloucester, MA 01930

Southeast Region
Tel: (813) 893-3394

Duval Building
9450 Koger Boulevard
St. Petersburg, FL 33702

**Northwest and Alaska
Region**
Tel: (206) 527-6117
Telex: 910-44-2786
NMFS SEA

7600 San Point Way N.E.
BIN C 15700
Seattle, WA 98115

Export Inspection Services

The NMFS inspects and analyzes fishery commodities for export and issues official U.S. Government certificates attesting to the findings. It can provide bilingual certificates for shipments to France and Belgium.

The NMFS inspection and certification and/or analytical services are available on a fee-for-service basis for the following:

- Origin and species of fish.
- Sanitary condition of processing facilities.
- Product inspection for wholesomeness, safety, and suitability for human consumption.
- Chemical, biological, and physical tests for adulterants, contaminants, and microconstituents.
- Quantity of contents in terms of net and drained weight.
- Appropriateness of labeling and packaging integrity.
- Other factors requested by applicant.

For assistance with product standards and fishery product inspection services, contact:

**National Marine
Fisheries Service**
Tel: (202) 673-5374

Phyllis Bentz

1825 Connecticut Avenue, N.W.
Washington, DC 20235

Or, contact the office nearest you:

**Northeast Inspection
Office**
Tel: (617) 281-3600

P.O. Box 1188
Emerson Avenue
Gloucester, MA 09130

**Western Inspection
Office**
Tel: (213) 267-6734

5600 Rickenbacker Road,
Building 7
Bell, CA 90201

**Southeast Inspection
Office**
Tel: (813) 893-3155

Duval Building
9450 Koger Boulevard
St. Petersburg, FL 33702

U.S. International Development Cooperation Agency

The U.S. International Development Cooperation Agency's (IDCA) function is to help plan and coordinate policies on a range of international economic issues affecting developing countries. The Agency's mission is to ensure that development goals are taken fully into account in all executive branch decisions on trade, financing and monetary affairs, technology, and other economic policy issues affecting less developed nations. It also provides strong direction for U.S. economic policies toward the developing world and a coherent development strategy through the effective use of U.S. bilateral development assistance programs and U.S. participation in multilateral development organizations. The Agency for International Development (AID), Overseas Private Investment Corporation (OPIC), and Trade and Development Program (TDP) are part of the IDCA. For more information, contact:

**U.S. International
Development Cooperation
Agency**
Tel: (202) 647-8578
FAX: (202) 647-1770

Mark Edelman
Acting Administrator

320 21st Street, N.W.
Washington, DC 20523

Agency for International Development

The AID carries out economic assistance programs designed to help developing countries improve their human and economic resources, increase their productive capacities, and improve the quality of life as well as promote economic and political stability in friendly countries. U.S. development assistance addresses basic problems to increase the incomes of the poor majority and to expand the availability and consumption of food, while maintaining and enhancing the natural resource base.

The Agency is committed to utilizing the capabilities of U.S. small and disadvantaged businesses in implementing U.S. foreign economic assistance programs. It annually negotiates procurement goals for small, disadvantaged, and women-owned firms with the U.S. Small Business Administration. The U.S. Small Business Administration serves as an information clearinghouse for U.S. businesses, organizations, and institutions interested in participating in procurements of AID-financed goods and services. For more information, contact:

**Agency for International
Development**
Tel: (202) 647-8578
FAX: (202) 647-1770

Mark Edelman
Acting Administrator

320 21st Street, N.W.
Washington, DC 20523

Overseas Private Investment Corporation

OPIC assists U.S. private investment in over 100 developing nations. It encourages investment projects that will help the social and economic development of these countries. At the same time, it helps the U.S. balance of payments through the profits returned to this country, as well as the U.S. jobs and exports created. OPIC offers U.S. investors assistance in finding investment opportunities, insurance to protect their investments, and loans and loan guarantees to help finance their projects.

OPIC is governed by a 15-member board of directors—eight appointed from the private sector and seven from the Federal Government. For more information, contact:

**Overseas Private
Investment Corporation**
Tel: (202) 457-7092
FAX: (202) 331-4234

Ambassador Fred Zeder
President and
Chief Executive Officer

1615 M Street, N.W.
Washington, DC 20527

U.S. Trade and Development Programs

The TDP finances feasibility studies for high priority development projects that will be financed by the World Bank, other international financial institutions, or from the host country's own resources. TDP-financed studies are performed only by U.S. firms.

TDP serves as the coordinating and authorizing agency for the provision of government-to-government technical assistance on a fully reimbursable basis.

TDP finances planning services, including conceptual design and prefeasibility studies and feasibility studies and design engineering to assist U.S. firms in becoming involved in development projects having substantial U.S. export potential in project implementation.

TDP also assists U.S. firms in planning overseas investment projects by performing cost-sharing feasibility studies on the condition of reimbursement if the project is implemented. For more information, contact:

**U.S. Trade and
Development Program**
Tel: (703) 875-4357
FAX: (703) 875-4009

Priscilla Rabb
Director

State Annex 16
Room 309
Washington, DC 20523

**U.S. Small Business
Administration**

Firms seeking to participate in international trade face such challenges as finding overseas markets, dealing with the initial complexities of exporting, and financing export sales. To help such firms, the U.S. Small Business Administration (SBA) assists current and potential small business exporters through business development assistance and financial assistance programs. These programs are provided through the SBA's network of field offices around the country. For general information about the SBA, contact:

**U.S. Small Business
Administration**

Tel: (800) 368-5855
(Small Business Answer
Desk)

Tel: (202) 653-7561
(in Washington, DC)

FAX: (202) 653-2262

Imperial Building
1441 L Street, N.W.
Washington, DC 20416

Key contacts within the SBA are:

Business Development Assistance, (202) 653-6330
Financial Assistance, Office of Business Loans, (202) 653-6470
Small Business Innovation Research Program, (202) 653-7875
Office of Advocacy, (202) 634-7600
International Trade Assistance, (202) 653-7794

In addition, the SBA offers the following programs, which may be useful to agricultural exporters:

SCORE (Service Corps of Retired Executives) — Sponsored by the SBA, these locally chartered volunteer organizations provide problem-solving assistance to small businesses. SCORE tries to match counselor experience with client needs.

Small Business Institutes (SBI) — The SBI's offer extension, university-based counseling and training programs. They are organized through SBA on almost 500 college campuses around the nation.

Small Business Development Centers (SBDC) — The SBDC's are located in 46 States, the District of Columbia, Puerto Rico, and the U.S. Virgin Islands. There are over 600 service locations across the country.

Multilateral Organizations

International Monetary Fund

The International Monetary Fund (IMF) promotes international monetary cooperation by providing mechanisms for consultation and collaboration on international monetary problems. It facilitates the expansion and balanced growth of international trade, promotes exchange stability, assists in the multilateral system of payments for transactions between members, and makes its resources temporarily available to members under adequate safeguards.

For further information, contact:

International Monetary Fund	Hernan Puentes	700 19th Street, N.W.
Tel: (202) 623-7066	Chief Information Officer	Washington, DC 20431
FAX: (202) 623-4661/62	External Relations Department	

Organization for Economic Cooperation and Development

The Organization for Economic Cooperation and Development (OECD) is an international, intergovernmental organization that promotes policies designed to achieve the highest sustainable economic growth, employment, and standard of living in its 24 member countries. It contributes to sound economic expansion in member as well as nonmember countries and the expansion of world trade on a multilateral, nondiscriminatory basis in accordance with international obligations. For further information, contact:

Organization for Economic Cooperation and Development	Michael Moynihan	2001 L Street, N.W., Suite 700
Tel: (202) 785-6323	Head, Publications and Information Center	Washington, DC 20036
FAX: (202) 785-0350		

The World Bank

The International Bank for Reconstruction and Development (World Bank) assists less developed member countries by facilitating the investment of capital for productive purposes. The World Bank promotes private foreign investment and, when private capital is not available on reasonable terms, supplements it by providing financing for productive purposes primarily from funds raised in the world capital markets and other resources. The World Bank promotes the long-range, balanced growth of international trade and a continued balance of payments in its member countries by encouraging international investment for the development of member resources, thereby raising productivity and the standard of living. For further information, contact:

The World Bank	Frank Vogl	1818 H Street, N.W.,
Tel: (202) 477-2468	Director of Information	Room E-8059
FAX: (202) 477-2663	Media and Communication	Washington, DC 20433

Foreign Embassies in the United States

Embassies can provide general information on economic and political conditions, duties, regulations, and travel in their countries. Specific questions on duties and trade regulations should usually be referred to the foreign consulates located at many leading U.S. ports.

Afghanistan Tel: (202) 234-3770	Embassy of the Republic of Afghanistan	2341 Wyoming Avenue, N.W. Washington, DC 20008
Algeria Tel: (202) 265-2800	Embassy of the Democratic and Popular Republic of Algeria	2118 Kalorama Road, N.W. Washington, DC 20008
Antigua and Barbuda Tel: (202) 362-5211	Embassy of Antigua and Barbuda	3400 International Drive, N.W. Suite 2H Washington, DC 20008
Argentina Tel: (202) 939-6400	Embassy of the Argentine Republic	1600 New Hampshire Avenue, N.W. Washington, DC 20009
Australia Tel: (202) 797-3000	Embassy of Australia	1601 Massachusetts Avenue, N.W. Washington, DC 20037
Austria Tel: (202) 483-4474	Embassy of Austria	2343 Massachusetts Avenue, N.W. Washington, DC 20008
Bahamas Tel: (202) 944-3390	Embassy of the Commonwealth of the Bahamas	600 New Hampshire Avenue, N.W., Suite 865 Washington, DC 20037
Bahrain Tel: (202) 342-0741	Embassy of the State of Bahrain	3502 International Drive, N.W. Washington, DC 20008
Bangladesh Tel: (202) 342-8372	Embassy of the People's Republic of Bangladesh	2201 Wisconsin Avenue, N.W. Washington, DC 20007
Barbados Tel: (202) 939-9200	Embassy of Barbados	2144 Wyoming Avenue, N.W. Washington, DC 20008
Belgium Tel: (202) 333-6900	Embassy of Belgium	3330 Garfield Street, N.W. Washington, DC 20008
Belize Tel: (202) 363-4505	Embassy of Belize	3400 International Drive, N.W. Suite 2J Washington, DC 20008
Benin Tel: (202) 232-6656	Embassy of the People's Republic of Benin	2737 Cathedral Avenue, N.W. Washington, DC 20008

Bolivia Tel: (202) 483-4410	Embassy of Bolivia	3014 Massachusetts Avenue, N.W. Washington, DC 20008
Botswana Tel: (202) 244-4990	Embassy of the Republic of Botswana	4301 Connecticut Avenue, N.W. Suite 404 Washington, DC 20008
Brazil Tel: (202) 745-2700	Brazilian Embassy	3006 Massachusetts Avenue, N.W. Washington, DC 20008
Brunei Tel: (202) 342-0159	Embassy of the State of Brunei Darussalam	2600 Virginia Avenue, N.W. Watergate, Suite 300, 3rd Floor Washington, DC 20037
Bulgaria Tel: (202) 387-7969	Embassy of the People's Republic of Bulgaria	1621 22nd Street, N.W. Washington, DC 20008
Burkina Faso Tel: (202) 332-5577	Embassy of Burkina Faso	2340 Massachusetts Avenue, N.W. Washington, DC 20008
Burma (See Myanmar)		
Burundi Tel: (202) 342-2574	Embassy of the Republic of Burundi	2233 Wisconsin Avenue, N.W. Suite 212 Washington, DC 20007
Cameroon Tel: (202) 265-8790	Embassy of the United Republic of Cameroon	2349 Massachusetts Avenue, N.W. Washington, DC 20008
Canada Tel: (202) 682-1740	Embassy of Canada	501 Pennsylvania Avenue, N.W. Washington, DC 20001
Cape Verde Tel: (202) 965-6820	Embassy of the Republic of Cape Verde	3415 Massachusetts Avenue, N.W. Washington, DC 20007
Central African Republic Tel: (202) 483-7800	Embassy of Central African Republic	1618 22nd Street, N.W. Washington, DC 20007
Ceylon (See Sri Lanka)		

Chad Tel: (202) 462-4009	Embassy of the Republic of Chad	2002 R Street, N.W. Washington, DC 20009
Chile Tel: (202) 785-1746	Embassy of Chile	1732 Massachusetts Avenue, N.W. Washington, DC 20036
China Tel: (202) 328-2500	Embassy of the People's Republic of China	2300 Connecticut Avenue, N.W. Washington, DC 20008
Colombia Tel: (202) 387-8338	Embassy of Colombia	2118 Leroy Place, N.W. Washington, DC 20008
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Congo, People's Republic of Tel: (202) 726-5500	Embassy of the People's Republic of the Congo	4891 Colorado Avenue, N.W. Washington, DC 20011
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European Communities, Delegation of the Commission of the Tel: (202) 862-9500		2100 M Street, N.W. 7th Floor Washington, DC 20037
Fiji Tel: (202) 337-8320	Embassy of Fiji	2233 Wisconsin Avenue, N.W. Washington, DC 20007
Finland Tel: (202) 363-2430	Embassy of Finland	3216 New Mexico Avenue, N.W. Washington, DC 20016
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Gambia, The Tel: (202) 842-1356	Embassy of The Gambia	1030 15th Street, N.W. Suite 720 Washington, DC 20005
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Sierra Leone Tel: (202) 939-9261	Embassy of Sierra Leone	1701 19th Street, N.W. Washington, DC 20009
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United Arab Emirates Tel: (202) 338-6500	Embassy of the United Arab Emirates	600 New Hampshire Avenue, N.W., Suite 740 Washington, DC 20037
United Kingdom of Great Britain and Northern Ireland Tel: (202) 462-1340	British Embassy	3100 Massachusetts Avenue, N.W. Washington, DC 20008
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Venezuela Tel: (202) 797-3800	Embassy of Venezuela	2445 Massachusetts Avenue, N.W. Washington, DC 20008
Western Samoa Tel: (212) 599-6196	Embassy of Western Samoa	c/o The Permanent Mission of Western Samoa to the United Nations 820 2nd Avenue New York, NY 10017
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